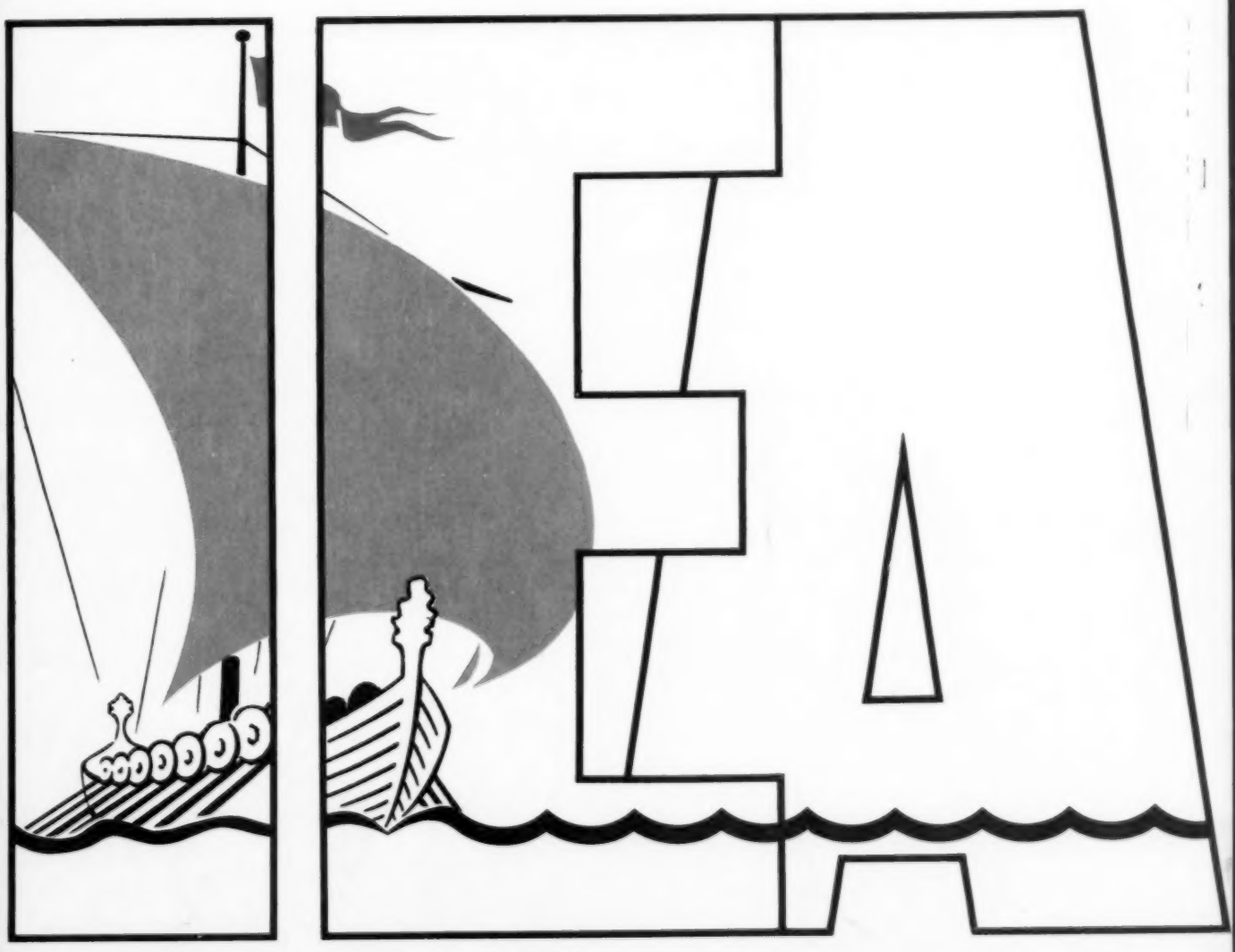
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 18, 1968



IEA annual convention to feature Foreign Service Officer interviews

International Trade Winds

Company News

BANKING—Bank of America, San Francisco, has announced the purchase of National Mid-Atlantic Bank, Ltd., St. Kitts, Leeward Islands. The bank, with assets of over $1 million, also maintains branches in Basseterre, Sandy Point, and the island of Anguilla. The acquisition marks Bank of America's first direct entry into the eastern Caribbean area, but its subsidiary, Bank of America, New York, has substantial ownership and managerial responsibilities in the World Banking Corp. of Nassau.

COMMUNICATIONS—American and European communications equipment producers have agreed to seek Government approvals of their plans to construct a high-capacity transatlantic and Mediterranean cable system early in 1970. U.S. firms participating in the project include the American Telephone and Telegraph Co., ITT World Communications, RCA Global Communications, and Western Union International, Inc. The proposed project would consist of a submarine cable with 720 voice circuits running from Rhode Island to San Fernando, Spain; microwave links from San Fernando to Sesimbra, Portugal and Estepona, Spain; and another underwater cable from Estepona to Rome, Italy.

CRYOGENIC EQUIPMENT—Air Products and Chemicals, Inc., Allentown, Pa., has shipped two cryogenic heat exchangers, believed to be the largest pieces of chemical process equipment ever shipped in completed form, for installation at a liquefied natural gas plant being built by Esso Standard Libya, Inc. at Marsa el Brega, Libya. Air Products designed the liquefaction process used in the exchangers, and also designed and built the units. The Libya plant will eventually include four of the massive heat exchangers, and will double the world production capacity for liquefied natural gas.

RUBBER PRODUCTS—Alliance Rubber Co., Franklin, Kentucky, has founded a German subsidiary, Alliance Rubber G.m.b.H., of Waildorf. The new firm will sell the parent company's industrial rubber articles on the German market.

Newsletter

Does Macy's tell Harrods? Indeed, and it was hard to miss: a full page New York Times ad by the U.S. department store to pay tribute to its London counterpart and signal an America Week promotion at Harrods. Watch our pages for reports on this Bureau of International Commerce promotion, in which $700,000 in U.S. goods was purchased, and British buyers are being attracted by a Gemini capsule, Colonial Williamsburg and George Washington exhibits, and an American Indian dancing group.

Interested in Taiwan? Our Dec. 18 issue reported a newly published 34-page booklet "Illustrative Investment Opportunities in Taiwan, the Republic of China." Within a month 90 inquiries had been made by U.S. firms seeking a free copy. It's still available from the Chinese Investment and Trade Office, Suite 1909, 515 Madison Ave., New York 10022, for those whose Taiwan plans fit the new overseas investment guidelines.

Back again with a second trade mission is the State of Utah. It will go to South America in the fall. Here's why: the first mission in 1966—with subsequent publication of its final report in INTERNATIONAL COMMERCE—led to a $1 million order for power line equipment in Brazil; a lucrative franchise in London for distribution of heaters, bakery equipment and pruning equipment; progress toward a multi-million-dollar contract for mining equipment from Yugoslavia, and a $2 million sub-contract for flotation equipment in Germany.

A hi-fi equipment show at the Stockholm U.S. Trade Center at the end of February was right on key, in the opinion of 22 exhibitors. Their 12-month sales projection as a result of the show is $504,000.

Greetings to the Foreign Credit Interchange Bureau, the international division of the National Association of Credit Management, for reaching a new milestone in its service. European countries are now included in the semi-annual surveys of credit and collection conditions by FCIB. In the past, covering nearly 40 years, the surveys have concerned only Latin American countries. The new survey also introduces participation by the year-old FCIB European Chapter.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

The Government Room on the mezzanine floor of the Statler Hilton Hotel in New York will be the scene of special private consultations on Tuesday and Wednesday. Delegates to the 51st annual convention of the International Executives Association will be holding market discussions there with U.S. Foreign Service Officers about three important areas: Canada, the United Kingdom and Libya. These consultations, arranged on an appointment basis, are the result of cooperation between the IEA and the U.S. Department of Commerce. Details are in story on page 2.

March 18, 1968

Volume 74
Number 12

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Foreign Service Officers to Brief IEA 2
Three commercial specialists will be on hand for individual talks with businessmen at International Executives Assn. meeting

U.S. Exempts Canada From New Payments Program 4
Businessmen's views sought in shaping new regulations as controls are developed

IMF-UN Table Lists Capital Flow Rules 8
New study examines 38 countries' foreign exchange laws governing repatriation of capital and earnings

270 New Market Reports From Abroad Listed 10
Trade prospects for individual products in world markets reviewed in dispatches from U.S. commercial specialists

Largest Medical Show Makes Sales at Milan 22
Visit by famed heart surgeon brought unprecedented press and TV coverage; four agents appointed, 159 others discuss ties

Reports Give Outlook in Six Countries 23
Information from specialists at foreign posts covers wide variety of economies, from nearby Canada to remote Nepal

MISCELLANEOUS—REEC units develop new textbooks with universities 3
Indiana State trade mission scheduled to set up shop in Sydney March 18 5
Roadbuilders trade mission reports new Latin sales opportunities 6
New York filtration equipment manufacturer gets exporting excellence award 7
TRADE FAIRS AND CENTERS—Stockholm attendance sets new Center record 20
Materials testing equipment proves popular with German buyers at Frankfurt 21
WORLDWIDE BUSINESS OUTLOOK—Iran's new Plan reflects confidence 23
Ivory Coast continues strong gains, U.S. tries to close trade deficit 26
Strong Philippine upswing clouded by population, payments problems 28
Price increases cancel industrial gains as Canadian rally continues 30
Remote Nepal's commerce may grow with modernization, new investment laws 33
Reforms introduced in 1964 begin to have significant impact in Brazil 34
FOREIGN GOVERNMENT ACTIONS—Peru bans some non-essential imports 35
INVESTMENT OPPORTUNITIES—Two Swiss companies seek U.S. licenses 36
WORLD TRADE OPPORTUNITIES—Malaysia invites irrigation project bids 37
NEW BOOKS AND REPORTS—New publication lists engineers, constructors 44

WITH U.S. FOREIGN SERVICE OFFICERS

IEA has market interviews

Convention delegates scheduling private meetings on Canada, Britain, North Africa

Business conditions in three world markets as assessed by members of the U.S. Foreign Service will be relayed through individual consultations to convention delegates in New York this week.

The consultations are being scheduled throughout the 1968 annual meeting of the International Executives Association. Appointments are being made as requests are received from the delegates.

The consultors:

► Virginia Torosan, who has been serving as Commercial Officer at the American Consulate General in Toronto, will discuss market conditions in Canada.

► Nicholas S. Lakas, who has been the Commercial Attache at the American Embassy in Tripoli, Libya, will explain market opportunities in Libya and North Africa.

► Paul A. Norloff, United Kingdom desk officer of the Office of International Regional Economics in the U.S. Department of Commerce's Bureau of International Commerce, will present the perspective on the British market as it is reported to him by U.S. Embassy and Consular officers in the U.K.

Meanwhile the assistance of an international trade specialist of the New York Field Office of the U.S. Department of Commerce, Franklin C. Shoemaker, will also be available to the IEA conference-goers.

Chairman's view

The chairman of this year's IEA meeting, E. F. Grandstaff of General Tire International Co., has looked back at the organization's early days in setting a perspective for the 1968 meeting:

"The roots of IEA's history were planted back in 1914 when many special export problems were created by the effect of World War I. At that time a small group of export executives found that it was helpful to gather at lunch to exchange ideas and information with the view in mind to help each other solve their immediate export problems.

"The results were so encouraging that a formal organization known as The Export Managers Club of New York was founded in March, 1914, and thus came into being one of the first export clubs in the United States.

"Originally, membership was restricted to active exporters but as exporting techniques became more complex the base of membership was broadened and in 1960 the name of the organization was changed to the International Executives Association, Inc., which now numbers among its members international traders as well as international business executives from the allied fields of finance, transportation, publishing, engineering, advertising, public relations and business consultants.

"In 1967 the by-laws were changed so that international executives who live and work abroad are eligible for membership.

"Over the years one tenet has not changed. For more than half a century the slogan 'Helping Each Other in International Trade' has remained the guiding light of IEA members participation in the activities of the Association."

Convention schedule

The climax of the Association's activities each year is a two-day conference. This year's meeting, the 51st, is being held Tuesday and Wednesday, March 19 and 20, at the Statler Hilton Hotel in New York, with a theme of "International Prophets—The World is Our Market."

The keynote address, "The Outlook for International Trade in a Political World" will be made by Lowell P. Weicker, chairman of the board and chief executive officer of Bigelow Sanford, Inc.

A panel session will review marketing prospects in the European and African areas with Stefan J. Rundt as moderator. Then a controversial subject, "Why and How 'International Profits' Show up in 'Domestic Division' Pockets" will be examined.

Another panel session will review prospects for international trade in the Western Hemisphere with Sylvester F. Majestic, vice president, International Division, Chemical Bank New York Trust Co., as moderator.

Ambassador William M. Roth, the President's Special Representative for Trade Negotiations, will make the address at the International Banquet.

Presentation of the Presidents' Award will be made at the banquet. Previously, the award was made to Juan Trippe, Secretary of Commerce Luther H. Hodges, Governor Nelson Rockefeller and Albert Nickerson.

Another convention feature is a "Prophets" panel session sponsored by *Business Week* magazine. The moderator will be Leonard Silk, chairman of the publication's board of editors, supported by three editors and a Washington correspondent. To start the discussion each panelist will comment on the business outlook from the point of view of his special interest. Then the panel will begin fielding the questions submitted by conference registrants to the moderator.

Many sponsors

A critical review of international trade prospects in the Pacific-Asian areas will be made by a panel moderated by Kei Yamato, vice president of Copley International Corp.

A luncheon meeting will be co-sponsored by the American Importers Association, the Commerce & Industry Association, the Foreign Credit Interchange Bureau of the National Association of Credit Management, the International Advertising Association, the Machinery-Metals Export Club, the Motor & Equipment Manufacturers Association—Export Marketing Group, the National Association of Export Management Companies, the New York Board of Trade—International Section, the Overseas Automotive Club, The World Trade Club of New York and the World Trade Association of New Jersey.

Guest speaker will be Sir Reginald R. Sholl, Consul General of Australia, speaking on "Australia—Friend of U.S.A. and Land of Opportunity."

A final Conference Report will be made, to summarize the replies made by IEA members to a questionnaire covering numerous factors associated with current international operations plus a calculated estimate of what lies ahead in world business.

FROM SEVEN MIDWEST STATES came this group of more than 100 members of various Regional Export Expansion Councils to share news of their promotional activities and to hear Commerce Department's Assistant Secretary for Domestic and International Business Lawrence C. McQuade (right) describe new national programs in the world trade field. Thomas H. Miner (second from right), chairman of the Chicago REEC, represented host unit.

REEC units share news of new textbooks, work with 14 schools

Mid-America session welcomed by more than 100 leaders; similar meetings may be held in three other areas of U.S.

The enlistment of at least 14 universities in the Middle West in export expansion efforts and the development of three entirely new textbooks in the export field were reported at last month's Mid-America meeting of Regional Export Expansion Councils.

This sharing of news about out-of-routine initiatives brought such a response from the more than 100 council leaders from seven states who came to the Chicago meeting that three other conferences of this kind are now in the planning stage, for the southwestern area of the U.S., the southeast, and the northeast.

Extraordinary items

The Mid-America meeting heard reviews of the week-by-week workshops and professional appearances that make up the bulk of REEC trade promotion work. Attention was then paid to extraordinary items such as the following:

From Michigan: conferences in cooperation with the University of Michigan and Wayne State University, publication of 20,000 copies of a how-to-do-it text, "Exporting Made Easy," direction of a 13-week radio series subsequently rebroadcast over 24 stations across the U.S., sponsorship of a TV roundtable discussion on exporting.

Ohio report

From Ohio: conferences at the Universities of Cincinnati, Dayton and Louisville and at two Cincinnati high schools, assistance with a tabloid supplement to the *Cincinnati Enquirer*, and direction of a half-hour TV program. Also, preparation of a full-color pamphlet aiming Ohio manufacturers at participation in U.S. trade shows overseas, initiation of a world research and marketing institute at Case Western Reserve University with industry support, establishment of an international business development course for both beginning and advanced students, publication of a "How to Sell Overseas" text now in its second printing, and first editing on an advanced exporting text.

From Wisconsin: initiation of an eight-week export documentation course in Milwaukee with seven REEC members as instructors, out of which a basic text was compiled, assistance with a 10-week exporting course at Marquette University, participation by exporters in Wisconsin hearings of the Senate Small Business Committee, establishment of a free counseling service by experienced exporters to Wisconsin firms new to overseas selling.

From Iowa: sponsorship of state booths at overseas trade fairs, organizing of special Canada and Mexico trade and friendship events, cooperating in world trade courses at the University of Iowa, Iowa State University and Drake University, initiation of a newly-accredited course for graduate students at the University of Northern Iowa, holding of special meetings for foreign students attending Iowa schools.

Minnesota activity

From Minnesota: assistance in organizing a precedent-making trade mission to the Soviet Union, support of pro-and-con forums and radio programs on world trade issues, assistance with trade courses at the University of Minnesota and Hamline College, work on a joint business-college survey on trade problems, establishment with the American Society of International Executives of a nine-month vocational training program in the Anoka School District for international document specialists.

From Illinois, host to the Mid-America conference, the delegates heard an explanation by REEC leader Russell Baker on how to get community support for wider East-West trade by making it clear that such trade does not confer any political or strategic advantages upon trading partners.

Canada exemption, public response subjects of new investment rules

Some filing changes may apply with regard to Canada investors; businessmen will have 30 days for comments on proposed rules

A 30-day interlude between publishing and putting its rules into force has been instituted by Commerce Department's Office of Foreign Direct Investments, so that comments, suggestions or objections by the public may be considered.

The exemption of Canada from direct investment restrictions is one of the first actions to be affected by the new procedure. Speaking of the Canadian investment regulations, Joseph W. Bartlett, acting director of OFDI, said:

"The regulations were put in proposed form because of a new policy of allowing time for comment by businessmen and other interested parties before making any new regulation final."

He then explained that though the rules were published in the *Federal Register* March 12, they will not become final for 30 days from that date. "This procedure," he asserted, "will be used in the future when practicable."

Cabinet exchange

The Canada proposals spell out policies outlined in an exchange made public March 7 between U.S. Treasury Secretary Henry H. Fowler and Canada's Finance Minister Mitchell Sharp.

The proposed regulations state, in general, that Canada will be exempt from the three types of U.S. business transactions covered by the foreign direct investment program: direct investment outflows, repatriation of earnings, and holdings of foreign bank deposits and other short-term liquid assets.

They also prohibit U.S. investors from using the Canadian exemption as a means of transferring unauthorized funds to a third country.

Companies with direct investments only in Canada and companies with no Canadian investments will be required to file by March 22 the forms already issued for reporting foreign investments. All companies with investments in both Canada and other foreign countries need not file the forms already issued; instead, they will be required to file an amended form, for which a new filing date will be set.

Prior to exemption, Canada was listed in the Schedule B group of countries under the investment control regulations. Schedule B countries are those in which a U.S. company may invest up to 65% of its average 1964-66 investment there.

The policy on public responses to proposed new regulations, general authorizations, revisions and amendments is that they be given final form only "after the public is given the opportunity to furnish written comments, suggestions or objections."

This public review procedure applies also to what the Office of Foreign Direct Investments calls "General Interpretative Rules." These are being issued as statements, examples, case determinations, questions and answers, or in any other form considered to be helpful as public clarification. Whenever practicable the "General Interpretative Rules" will be issued as proposals, and then revised as useful comments are received within a 30-day waiting period.

The OFDI accordingly is counseling businessmen not to regard any regulations, general authorizations or general interpretative rules as definitive until they are issued in final form.

New actions

Meanwhile the office has taken actions regarding four General Authorizations and has issued its first three General Interpretative Rules. General Authorizations Nos. 1 and 2 have been revised, No. 3 has been withdrawn and its provisions incorporated in the first General Interpretative Rules, and No. 4 contains the proposals on Canadian investment mentioned above. General Interpretative Rules Nos. 1 and 2, which restate established OFDI positions, were issued in final form. Proposed General Interpretative Rule No. 3 is open to public comment during the 30-day period from its publication in the March 12 *Federal Register*.

General Authorization No. 1, in outline, permits U.S. companies to repay foreign borrowings but reduces future direct investments in certain cases. The authorization also allows a parent U.S. company to guarantee the foreign borrowings of a foreign subsidiary if the U.S. company files a certificate stating the subsidiary can reasonably be expected to repay the foreign borrowings from foreign sources. It has now been changed to prohibit certain types of new transactions in portfolio securities to be used as an offset in connection with repayments of foreign borrowings.

General Authorization No. 2, entitled "Limited Authorization to Refrain from Repatriation," remains unchanged except for the correction of a textual reference designation.

General Interpretative Rule No. 1 permits companies to pay interest on foreign borrowings without counting such payments as a capital transfer. It also excludes from the definition of a capital transfer the sale of foreign assets in which both the buyer and seller are in the U.S.

General Interpretative Rule No. 2 changes the certificate requirement of an investor with reference to convertible securities.

Proposed rule

Proposed General Interpretative Rule No. 3 notes that a "transfer of capital" . . . does not include, subject to provisions described in the next paragraph, the sale, license, exchange, assignment or other transfer of patents, trademarks, trade secrets, or proprietary information and processes to an affiliated foreign national or nationals: provided that, in computing the earnings of the recipient affiliated foreign national, for purposes of determining amounts which must be repatriated . . . no deduction shall be made for amortization, or any like charge against earnings, with respect to the property so transferred.

Notwithstanding the foregoing, transfers of intangible rights described in the foregoing paragraph shall be treated as transfers of capital when the character or extent of such transfers represents a substantial departure from the established practice of the direct investor with respect to such intangible rights. The provisions of the preceding sentence may be illustrated by the following examples:

Example 1: A, a direct investor has owned patents X through X-100 during the calendar years 1964 to date. During all such years, A licensed both affiliated and non-affiliated foreign nationals to operate under such patents in consideration of the payment to A of royalties. In April of 1968, A transfers all of its patents X through X-100, and all rights to receive royalties from licensees thereunder, to its affiliated foreign national B in country C. Thereafter, all royalties from licensees under such patents are paid by such licensees to B company. The transfer of patents X

through X-100 shall be treated as a transfer of capital to company B.

Example 2: D, a direct investor with one affiliated foreign national, E, in a Schedule B country, is engaged in the development of electronic devices and processes. Patent rights originating in such research are ordinarily transferred to that affiliated foreign national, which receives royalties from nonaffiliated foreign nationals throughout the world. In May of 1968, D establishes affiliated foreign national F in a Schedule C country by contributing patents previously transferred to E, and all rights thereunder, to F in exchange for all of the capital stock of F. F grants licenses under such patents to non-affiliated foreign nationals in countries in Schedules A, B and C. The transfer of such patents shall be treated as a transfer of capital to Schedule C countries.

Final example

Example 3: Direct investor M has wholly-owned affiliated foreign nationals in each Scheduled area during calendar years 1958 to date. During such period, M has made a practice of transferring patents, in exchange for the capital voting stock of the recipients, to its operating affiliated foreign nationals which are engaged in the same business as M, and which sublicense both affiliated and nonaffiliated foreign nationals. The recipient affiliated foreign nationals have never carried such transferred patents at more than nominal value on their books, and no charges against earnings of the recipients have been made with respect to such patents. The practice of M and its affiliated foreign nationals is continued during 1968. No transfer of capital is deemed to have taken place in prior years or in 1968.

Tariff Commission reports on shoeworkers' petition

The U.S. Tariff Commission has announced the results of its investigation of a petition for adjustment assistance for some workers of the Packard Division of the Knapp Brothers Shoe Manufacturing Corp., Brockton, Mass.

Footwear like or directly competitive with the welt footwear produced by the Packard Division is not, as a result in major part of trade-agreement concessions, being imported into the United States in such increased quantities as to be the chief cause of the unemployment or underemployment of certain workers of the Packard Division, the Commission found.

Indiana trade mission takes off for Far East to spur State goods

Third Hoosier group will look for sales potential in Australia, Philippines, Taiwan, and Japan

Indiana's third trade mission was scheduled to take off from San Francisco on Mar. 14 for a three-week business tour in the Far East.

After two other successful missions, the first to Scandinavia and the second to Central Europe, the State's Department of Commerce has organized the current group to promote the sale of Hoosier products in Australia, the Philippines, Taiwan, and Japan. Beginning in Sydney on Mar. 18, and moving on to Melbourne, Manila, and Taipei, the participants expect to conclude their interviews in Tokyo on Apr. 7.

The mission is made up largely of manufacturers; one agricultural specialist and six bankers are included.

Among products of the companies participating are electrical control devices, transformers, hydraulic door closers, aluminum alloys, gears, shafts, differentials, packaging machinery, ventilating equipment, and precision mechanical springs.

Touring ports

The members were scheduled to be briefed in San Francisco just before departure by Roy Gootenberg, Director of the U.S. Department of Commerce Trade Missions Division, and by the San Francisco Consulates of the countries to be visited. A tour of port facilities also was planned.

Robert Cutter, Director of the International Trade Division of the Indiana Department of Commerce, is heading the mission. The manufacturers, and the firms they represent, are:

Lawrence Castaldi, Mid-West Spring Manufacturing Co., Mentone; C. W. Crimmins, Appliance Manufacturing Co., Inc., Van Buren; Virgil Drake, Fairfield Manufacturing Co., Inc., Lafayette; P. J. Harrah, Bloomfield Manufacturing Co., Inc., Bloomfield; Louis Jenn, Jenn-Air Corp., Indianapolis; Ordean Kiltie, Ballastran Corp., Fort Wayne; John McCullough, Orton Crane Co., Huntington; Blaine Mikesell, American Brattice Cloth Corp., Warsaw; E. J. Schaefer, Franklin Electric Co., Bluffton; David Thacker, Wabash Smelting, Inc., Wabash; and Vic Thacker, Dirilyte Co. of America, Inc., Kokomo.

Banker participants are E. J. Bannon, Purdue National Bank of Lafayette; Gordon Crimmins, First National Bank of Bloomington; Raymond Daly, Bank of Indiana, Gary; Richard Doermer, Indiana Bank & Trust Co., Fort Wayne; George Hull, American Fletcher National Bank & Trust Co., Indianapolis; and Richard Rosenthal, St. Joseph Bank & Trust Co., South Bend.

Also accompanying the mission was Dr. Ramon B. Wilson, of the Cooperative Extension Service, Purdue University, agricultural marketing advisor for the State of Indiana.

Brazilians getting Eximbank credit for satellite link

The Export-Import Bank has authorized a $2.4 million Alliance for Progress credit in favor of Embratel, the Brazilian government telecommunications agency, to help finance equipment and services needed for an earth satellite receiving and transmitting station to be located near Rio de Janeiro. Hughes Aircraft International Service Co. of Culver City, Calif., holds a turnkey contract for the project.

The new station, which is to be operational in early 1969, will cost a total of $4,391,243, including $555,555 equivalent of local costs to be financed by Embratel. The balance of the foreign exchange costs will be financed by the Bank of America and the Canadian Export Credits Insurance Corporation.

Page Communications Engineers, Inc., Washington, D.C., which conducted a feasibility survey of satellite communication needs of Central and South America and the Caribbean, assisted Embratel in preparing bid specifications for the project. Embratel's access to the International Communications Satellite Consortium's Intelsat II and III satellites has been authorized.

As a part of its turnkey contract, Hughes will provide technical training in the United States for Brazilian engineers and technicians. In addition, Page will assign five or six specialists to the project during construction and will assist Embratel during the first year the station is in operation.

U.S. road builders' trade mission sees markets in Central America

Association group, after visiting Costa Rica, Nicaragua, Honduras, reports highway needs—immediate and long term

U.S. road builders can find profitable work in Central America, both for the immediate future and over the long term.

A substantial amount of highway construction is being planned there for the years ahead, and the present capacity of contractors in the area is inadequate.

As many local contractors are inexperienced and underfinanced, however, subcontracting rather than joint-venture arrangements would seem to offer the best opportunities at present.

A dozen U.S. company officials, organized by the American Road Builders Association as a trade mission approved by the Commerce Department, concurred in these conclusions after a 10-day expedition to Costa Rica, Nicaragua, and Honduras last November.

Members competitive

Although the group was comprised largely of competitive road builders, each of them affirmed the substantial usefulness of the business tour, says Eugene W. Robbins, managing director of the Association's Contractors Division.

The group, focusing on road building opportunities for U.S. contractors, collected information on planned highway, airport, and other heavy construction programs, and on prequalification, taxes, licenses, bonds, and other matters of interest to those who wish to do business in the countries visited.

For future construction projects, the mission members studied specifications, contract provisions, methods of financing, and terms of payment. They tried to determine the nature and capacity of the domestic road building industry in each of the three countries: the experience, capability, equipment inventory, and labor available through local contractors. They explored the possibility of utilizing this capacity in subcontracting and in joint ventures.

The participants met with public officials, and with local affiliates of the International Road Federation. They visited a variety of construction projects.

Commenting on the overall picture, Nello L. Teer, Jr., director of the Mission, explains that construction potential and problems are similar for all the countries of the Central American Common Market, and that any U.S. contractor considering the establishment of a branch or branches should view the future road program in all of Central America rather than in any one country.

Highway construction loans are presently being received from the World Bank, the Inter-American Development Bank (IDB), and the Central American Bank for Economic Integration (CABEI), Teer points out.

A transportation study conducted in 1964-65 by CABEI set the highways' needs at $340 million over a ten-year period, $768 million in 20 years. Available funds now total about $85 million, and may be increased in the next three years to some $300 million, Teer reports.

"The combined capacity of all local contractors in Central America would not exceed $5 million," he says, "and the present annual rate of construction by the foreign contractors presently engaged in the area would not exceed $15 million annually. . .

"Considering the difficulties of securing surety bonds and the extreme shortage of credit for working capital, it is doubtful that the local contractors could participate in the program except as subcontractors for small portions of the work. In a few instances, and then on smaller contracts, joint ventures between local and U.S. contractors could be feasible."

Investment in machinery

About a third of the highway dollar is said to go for the purchase and maintenance of construction machinery required on a given program, according to Teer. As U.S. equipment is efficient, productive, and dependable, export to Central America of as much as $250 million worth of such machinery could be anticipated in the next 20 years—an average of about $12.5 million a year, he estimates.

Additional opportunities lie in export of building materials, including cement, which are in short supply, and in housing and real estate developments.

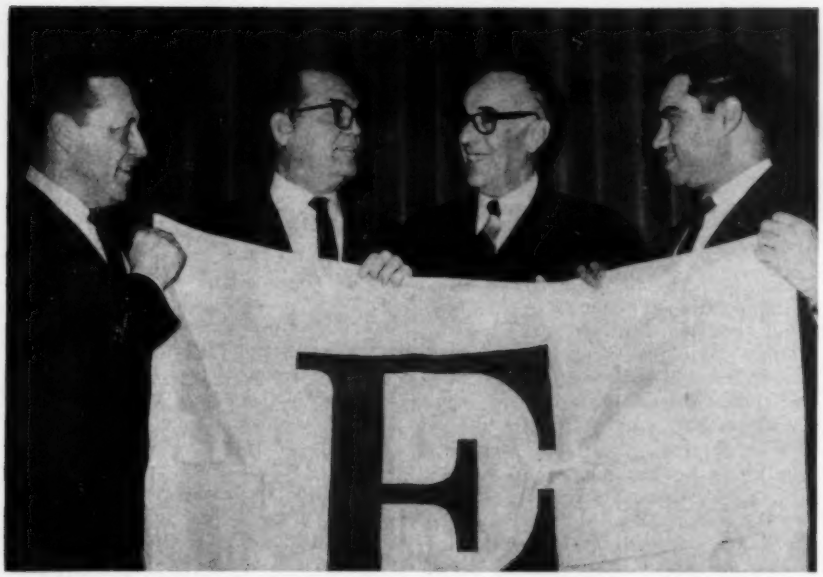
Only one member of the mission, Hugh Wiley, represented an engineering firm. He found that many North American consulting firms are active in Central America, and that many U.S. companies are trying to establish themselves in this potential market.

"Much of the work planned for Central America will be financed by U.S. banking institutions," Wiley reports. "In general, a prerequisite to this kind of financing is that a U.S. consulting firm be employed to do the feasibility, engineering and supervision of construction. . . . A qualified company prepared to make the effort in both time and expense should experience a happy 20 years in Central America."

The Road Builders Association Trade Mission had the following members:

Nello L. Teer, Jr., Nello L. Teer Co., Durham, N.C., mission director; A. H. Anderson, Aetna Life & Casualty, Hartford, Conn.; C. P. Ballenger, Jr., Ballenger Paving Co., Greenville, S.C.; W. R. Boyd, W. R. Boyd, Inc., Center, Tex.; A. C. Cox, Corson & Gruman Co., Inc., Washington, D.C.; Warren Greer, Greer Bros. & Young, Inc., London, Ky.; Fitzgerald S. Hudson, Collier Cobb & Associates, Inc., Chapel Hill, N.C.; R. W. Hyde, Hyde Construction Corp., Jackson, Miss.; P. W. Moore, Moore Bros. Co., Inc., Verona, Va.; Baxter H. Taylor, Asheville Contracting Co., Asheville, N.C.; Philip C. Toppino, Charley Toppino & Sons, Inc., Key West, Fla., and Hugh Wiley, Swindell-Dressler Co., Pittsburgh.

IN TEGUCIGALPA, road builders talked with officials of Central American Bank for Economic Integration.



'E' AWARD WAS PRESENTED by Arthur C. Rutzen (2nd r.), director, Commerce New York Field Office, to Revis L. Stephenson (2nd l.), president of Hoffman's parent company Clarkson Industries. Present at ceremony were Al Johnson (l.), vice pres., Foreign Trade Club of Syracuse, and Ahmad El-Hindi (r.), Clarkson Industries vice president and general manager of Filtration Department.

Top service to overseas customers increases exports, wins 'E' award for N.Y. filtration equipment maker

Hoffman Industries found that providing skilled technicians to install, service equipment was big factor in export success

Hoffman Industries Division of Clarkson Industries, Inc., of New York City, has received the Presidential 'E' award for expanding exports of its filtration and air appliance equipment.

The company emphasizes training skilled technicians to install and service its equipment, adapts products to customer specifications, and issues multi-lingual advertising.

Hoffman Industries has for more than 35 years manufactured centrifugal compressors and liquid filter systems, originally developed as accessories to the parent company's line of dry cleaning equipment, but quickly adopted by U.S. manufacturers for industrial use. Hoffman's line of small centrifugals, formerly used to exhaust steam from garment presses, was expanded to include complex 500 hp electric, diesel and steam driven units used in a variety of industrial applications.

Hoffman learned from experience that major U.S. firms were more apt to purchase its equipment for their foreign subsidiaries if they could be assured of competent, on-the-spot technical assistance. Skilled technicians were needed to adapt the systems to foreign specifications, and to provide continuing service. Hoffman executives decided to undertake a program of establishing sales companies, staffed with trained engineers, in each major foreign market. Each of the subsidiary companies was incorporated in the country of its main sales responsibility, and local personnel were hired to direct the operations.

International outlook

Hoffman has developed a multi-national corporate structure to insure that each foreign office and each foreign customer receive the same prompt, efficient service as domestic customers. Each domestic executive is given responsibility for the foreign operations of his segment. Sales and profit figures for each department are posted on a worldwide basis.

In response to specific problems that arose in individual countries, Hoffman introduced its technique of filtering and reclaiming industrial coolants.

Multi-lingual ads

Hoffman advertises in various foreign directories and technical magazines. Company literature and advertisements rely on pictures and charts and are designed for easy conversion to foreign languages. Often, special ads are prepared for specific markets. In-house newsletters devote substantial space to foreign operations. Hoffman places technical articles in foreign trade journals, and maintains membership in three foreign Chambers of Commerce.

The company installed telex machines in the New York City and Syracuse offices to enable rapid contact between foreign offices and the sales, engineering and production people in New York.

Hoffman has presented leather-bound atlases bearing the names of its subsidiaries on the cover to domestic customers who have foreign affiliates.

Hoffman equipment is now in use in more than 50 countries. Company officials are making plans so that within ten years, foreign sales should exceed U.S. sales.

The "E" award presentation ceremony took place at a reception and dinner sponsored by the Foreign Trade Club of Syracuse.

International trade course scheduled for San Francisco

The American Management Association is offering a course on Fundamentals of International Business in San Francisco, April 8-12. This program is intended for executives with no real experience in international trade and those whose responsibilities presently include some international activities.

Among the topics discussed will be: sources of economic and commercial intelligence; examination of the Common Market, and economic and institutional factors in Japan and Latin America; marketing overseas; new trends in international finance; foreign exchange problems; and U.S. governmental and legal aspects of overseas business.

Registration fee for the five-day meeting is $275 for AMA members, $325 for nonmembers. **Write:** American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

IMF-UN tabulation has information on 38 lands' capital flow rules

New study examines variety of foreign exchange laws on conditions for repatriation of capital, earnings from LDC's

American firms investing in the developing countries face a variety of foreign exchange laws which determine under what conditions their capital investment and earnings can be repatriated.

A tabulation based on data in the International Monetary Fund's 18th Annual Report on Exchange Restriction (1967) has been prepared by the United Nations Secretariat's Centre for Planning, Projections and Policies. It summarizes the repatriation picture in 38 countries.

Some developing countries—including, at present, Haiti, Honduras, Liberia, Mexico, Panama, Peru, Philippines, and Venezuela—do not impose any restriction on the repatriation of capital or the transmittal of current earnings.

Other countries—Brazil, Guatemala, Guinea and Pakistan, for example—make special provisions for approval or registered capital for which there are usually no restrictions on repatriation of capital or transmittal of current earnings.

In some countries—such as El Salvador, Ethiopia, Ghana, Morocco and Tunisia—approval or registration actually carries with it a guarantee of repatriation.

In most cases the repatriation of unregistered foreign capital is restricted—as at present in Algeria, Brazil, Ghana, Guatemala, Guinea, Morocco, Pakistan, Singapore, Sudan, Tunisia and United Republic of Tanzania—or subject to specific approval. In a few cases—of which Ceylon is at present one—it is prohibited.

Many developing countries also have rules about the use of foreign-owned funds whose transfer is not permitted. In Pakistan, Singapore, Sudan and United Republic of Tanzania, non-transferable funds are at present credited to a blocked account. In Ghana, they may be invested in registered government stocks or treasury bills, the earnings of which are transferable. In Ceylon, non-transferable funds may be invested in prescribed Ceylonese securities and when such investments are liquidated the proceeds are credited to a blocked account.

Capital movements tend to be free within a given monetary area, while transfers outside the area are subject to restraints.

For a copy of the report "The External Financing of Economic Development" from which the above details and the following table is taken write United Nations, Sales Section, New York. Report is No. E.68.II.D.1. Price is $2.

Country	Transfer of foreign capital and earnings: Approved investments	Transfer of foreign capital and earnings: Other investments	Transfer of domestic capital	Remarks
Algeria	Guarantee of the right to repatriate the proceeds of the liquidated investments	Restricted	Restricted	
Argentina [a]	No restrictions on repatriation of capital. Transfer of current earnings requires the authorization of the Central Bank		Restricted	
Bolivia [a]	No restrictions except for investments in petroleum and mining, which are governed by special laws.		No restrictions	
Brazil	No restrictions	Restricted	Restricted	
Cameroon	Transfer of profit freely permitted	Restricted to non-French franc area	Restricted to non-French franc area	Capital movements to and from French franc area are free from restrictions
Ceylon	No restrictions on repatriation of capital	Not allowed	Not allowed	Non-transferable funds can be reinvested in Ceylonese securities
Costa Rica	May be effected through the official market	Must be effected through the free market	Must be effected through the free market	
Ecuador	May be effected through the official market	Must be effected through the free market	Must be effected through the free market	
Ethiopia	Guarantee of right to repatriate current earnings and the proceeds of the liquidated investments	No restrictions on remittance of dividends	Restricted	Emigrants' allowances and transfers of legacies and savings of employees upon retirement are permitted up to Eth $70,000
Gabon	No restrictions on remittances of earnings	Restricted to non-French franc area	Restricted to non-French franc area	Capital movements between Gabon and French franc area countries are free from restrictions

Ghana	Guarantee of right to repatriate current earnings and the proceeds of the liquidated investments	Restricted	Restricted	Non-transferable funds may be reinvested in registered government stocks or treasury bills, the earnings of which are transferable
Guatemala	Requires exchange license, but this is granted freely	Restricted	Not allowed except to countries of the Central American common market	
Guinea	No restrictions	Restricted	Not allowed	
Haiti [a]	No restrictions		No restrictions	Private banks operating in Haiti are required to keep in the form of domestic assets up to 80 per cent of deposits collected from residents
Honduras [a]	No restrictions		No restrictions	
India	Repatriation of capital invested after 1950 in not restricted	Residents of sterling area, Denmark, Norway and Sweden can freely repatriate their capital	Restricted	Proceeds from liquidated foreign investments not eligible for repatriation are put into blocked account
Israel	No restrictions, except that if the period of investment has been less than five years, the capital may be withdrawn in five instalments	Restricted	Restricted	
Jamaica	No restrictions	Remittance of current earnings not restricted; repatriation restricted	No restriction on investment in sterling area. Investment elsewhere restricted	Non-transferable funds are credited to a blocked account
Jordan	No restrictions	Current earnings freely repatriated	Restricted	
Kenya	Repatriation of capital is not restricted	Restricted	Transfers to countries other than Uganda and Tanzania are restricted	Non-transferable funds are credited to a blocked account
Laos [a]	No restrictions		No restrictions	
Liberia [a]	No restrictions		No restrictions	
Mexico [a]	No restrictions		No restrictions	
Morocco	Repatriation of capital guaranteed	Restricted	Restricted	Non-transferable funds are credited to a blocked account
Pakistan	No restrictions	Restricted	Not allowed	Non-transferable funds are credited to a blocked account
Panama [a]	No restrictions		No restrictions	
Peru [a]	No restrictions		No restrictions	
Philippines [a]	No restrictions		No restrictions	
Singapore	No restrictions	No restriction to sterling area	Investment outside sterling area must be approved by the Exchange Control authorities	Non-transferable funds are credited to a blocked account
Sudan	No restrictions	Restricted	Restricted	Non-transferable funds are credited to a blocked account
Tunisia	Guarantee of right to repatriate current earnings and the proceeds of the liquidated investments	Restricted	Restricted	
United Republic of Tanzania	No restrictions	Restricted	Restricted	Non-transferable funds are credited to a blocked account
Uruguay [a]	Must be effected through the free market		Must be effected through the free market	
Venezuela [a]	No restrictions		No restrictions	

[a] In these countries there is no system of approval for the inflow of foreign capital.

Latest computerized listing of Foreign Market Service Reports contains 270 new titles

U.S. commercial officers abroad report trade prospects for individual commodities in various countries

Another computerized listing of the latest Foreign Market Service Reports is now available.

Commercial officers at Embassies and Consulates throughout the world send reports to the Department of Commerce on trade prospects for individual commodities. These reports are now listed under the Standard Industrial Classification system, with detail at the five-digit level.

Past, present and future listings are being placed in a computer so that eventually the Department of Commerce will be able to provide world traders with information on all foreign service reports on particular commodities from individual countries over a specified period of time.

Firms interested in agriculture, forestry or fisheries should consult numbers beginning with digits 01-09. Mining and construction categories begin with digits 10-17. Manufacturing and manufactured products are in categories beginning with digits 19-39. Service industries are categorized by digits beginning with 40-49.

The reports should be ordered by DIB number (such as DIB 68-02-001).

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Similar computer-generated lists appeared in the Dec. 11, 1967 and Jan. 22 and Feb. 19, 1968 issues.

The reports are available for $1.50 each from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

01—AGRICULTURAL PRODUCTION

01000—Agricultural Production

Belgium-Luxembourg: Agricultural situation, 15pp, (DIB 68-02-263); **Denmark:** Crop production 1967, 2pp, (DIB 68-02-267); **Finland:** Final 1967 crop estimates, 2pp, (DIB 68-02-266); **Malawi:** Crop outlook at end of first quarter (Oct. Dec.) of 1967-68 agricultural season, 2pp, (DIB 68-02-259); **Mozambique:** Agricultural situation, 2pp, (DIB 68-02-261); **Mozambique:** Crop outlook at end of first quarter (Oct.-Dec.) of 1967-68 crop year, 2pp, (DIB 68-02-256); **Rhodesia:** Crop outlook at end of first quarter (Oct.-Dec.) of agricultural year 1967-68, 2pp, (DIB 68-02-257); **Rhodesia:** Farming areas gripped by drought—corn, tobacco, cotton dying in heat, 3pp, (DIB 68-02-260); **Surinam:** Agricultural situation—rice, bananas, citrus, sugar, wheat & wheat flour, milk, meat & poultry products, 7pp, (DIB 68-02-264); **Switzerland:** Rabies outbreak, 1p, (DIB 68-02-037); **Yugoslavia:** Farm mechanization, 8pp, (DIB 68-02-268); **Zambia:** Crop outlook at end of first quarter (Oct.-Dec.) of agricultural year 1967-68, 2pp, (DIB 68-02-258).

01120—Cotton

Australia: Principal cotton area suffering severe drought, 1p, (DIB 68-02-046); **Australia:** Cotton prospects improved by heavy rains, 2pp, (DIB 68-02-097); **El Salvador:** Cotton output down in 1967-68, 1p, (DIB 68-02-219); All-**India** first estimate of cotton 1967-68, 1p, (DIB 68-02-075); **Mexico:** Cotton export tax rebate extended, 1p, (DIB 68-02-044); **Rhodesia:** Cotton, 4pp, (DIB 68-02-058); **Spain:** Cotton—duty-free importation quota, 1p, (DIB 68-02-229); **Turkey:** Cotton prices & exports, 2pp, (DIB 68-02-047).

01130—Cash Grains

Denmark: Agricultural Marketing Act 1967-68 & 1968-69, & other government financial assistance to agriculture, 8pp, (DIB 68-02-186).

01131—Food Grains

Argentina: Wheat & corn situation, 2pp, (DIB 68-02-019); **Australia:** Research on new rice area, 1p, (DIB 68-02-078); **Ceylon:** Rice production & stocks, 4pp, (DIB 68-02-076); **Chile:** Increase in wheat prices, 3pp, (DIB 68-02-024); **Chile:** New wheat flour & bread prices, 2pp, (DIB 68-02-190); **Egypt (UAR):** Wheat flour from East Europe & China, 1p, (DIB 68-02-013); **Guatemala:** Grain & feed annual, 14pp, (DIB 68-02-010); **India:** Revised issue prices of imported grain from central stocks, 1p, (DIB 68-02-093); **Ireland:** Wheat situation, 2pp, (DIB 68-02-022); **Ireland:** Price support operations for grain, 3pp, (DIB 68-02-191); **Japan:** 1967 rice harvest largest in history, 1p, (DIB 68-02-077); **Thailand:** Rice—Revision of customs export duty, 2pp, (DIB 68-02-048); **Thailand:** Rice—1967-68 production estimate lower than 1966-67, 2pp, (DIB 68-02-052); **Thailand:** Rice—1968 calendar year support price, 2pp, (DIB 68-02-069); **United Kingdom:** Bakery industry applies to raise bread prices, 3pp, (DIB 68-02-062).

01136—Dry Beans, Dry Peas & Other Pulses

Burma: Pulses, 9pp, (DIB 68-02-026); **West Germany:** Pulse production, 1p, (DIB 68-02-011); **West Germany:** Import tender for seeds of green peas & beans, 1p, (DIB 68-02-065).

01137—Field Crop Seeds & Field Seeds

Nigeria: Fats & oils, 2pp, (DIB 68-02-120); **Argentina:** Wheat & corn situation, 2pp, (DIB 68-02-019); **Argentina:** Flaxseed, 3pp, (DIB 68-02-113); **Australia:** Wheat, flour & coarse grains exports July-Sept. 1967, 4pp, (DIB 68-02-051); Nitrogen fertilizer increases western **Australian** wheat yields, 2pp, (DIB 68-02-092); **Australia:** Flaxseed, 4pp, (DIB 68-02-112); **Brazil:** Corn export situation, 1p, (DIB 68-02-021); **Brazil:** Flaxseed, 2pp, (DIB 68-02-116); **Canada:** Flaxseed, 6pp, (DIB 68-02-111).

Canada: Supplement to annual hops report, 1p, (DIB 68-02-074); **France:** Seeds, 1p, (DIB 68-02-015); **Guatemala:** Grain & feed annual, 14pp, (DIB 68-02-010); **India:** Flaxseed, 10pp, (DIB 68-02-115); **Ireland:** Wheat situation, 2pp, (DIB 68-02-022); **Ireland:** Grain imports, third quarter 1967, 2pp, (DIB 68-02-027); **Ireland:** Feed grain import allocations, 2pp, (DIB 68-02-023); Livestock situation in Northern **Mexico,** 6pp, (DIB 68-02-035); **Mozambique:** Corn exports alleviate larger surplus, 1p, (DIB 68-02-028); **Thailand:** Sorghum exports to Japan—Jan. 1968, 1p, (DIB 68-02-053); **Uruguay:** Flaxseed, 2pp, (DIB 68-02-114); **West Germany:** Importance of increasing corn production, 2pp, (DIB 68-02-020).

01140—Tobacco

Australia: Voluntary—mechanical tobacco picker perfected, 2pp, (DIB 68-02-251); **Belgium-Luxembourg:** Tobacco—EEC changes custom duty rates on imports from third country origin, 2pp, (DIB 68-02-067); **Canada:** Tobacco notes, 1p, (DIB 68-02-255); Press comment re **EEC** tobacco regulation, 2pp, (DIB 68-02-254); **France:** Sale of cigarettes, 2pp, (DIB 68-02-249); **Japan:** Cigarette & domestic leaf being increased, 3pp, (DIB 68-02-252); **Rhodesia:** New varieties of tobacco outyield older flue-cured type, 1p, (DIB 68-02-066); **Trinidad:** Tobacco, 5pp, (DIB 68-02-250); **West Germany:** Tobacco barter report, 2pp, (DIB 68-02-253).

01192—Fiber Crops Other Than Cotton

Ecuador: Abaca—new export crop, 1p, (DIB 68-02-178); **France:** Subsidies paid on flax fiber & processing, 2pp, (DIB 68-02-003); All-**India** first estimate of mesta acreage 1967-68, 1p, (DIB 68-02-073); Impact of **India's** 1967-68 bumper jute crop, 4pp, (DIB 68-02-080).

01193—Sugar Crops

Australia: Sugar estimate revised down, 1p, (DIB 68-02-017); **Australia:** Export sugar rebate, 1p, (DIB 68-02-016); **El Salvador:**

Sugar crop forecast surplus problem continues, 1p, (DIB 68-02-018); **Guyana:** Sugar production 1967, 1p, (DIB 68-02-059); **India:** First estimate of sugarcane acreage 1967-68, 1p, (DIB 68-02-025); **Netherlands:** Impacts of EEC sugar regulations on Dutch sugar production, 4pp, (DIB 68-02-152); **Peru:** Molasses, 3pp, (DIB 68-02-155); **USSR:** Record 1967 sugar beet crop announced, 1p, (DIB 68-02-153); **Zambia:** Sugar scheme for local farmers, 1p, (DIB 68-02-072).

01195—Oil Bearing Crops

Nigeria: Fats & oils, 2pp, (DIB 68-02-120); **Australia:** Peanut board is planning four-year development program, 1p, (DIB 68-02-227); **India:** Peanuts—production, exports, imports, prices, outlook, 15pp, (DIB 68-02-226); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009); **Spain:** Suspension of import duties on soybeans extended, 1p, (DIB 68-02-117); **Spain:** Soybeans, 1p, (DIB 68-02-149); **West Africa:** Peanuts—production, marketing situation, exports & prices, 2pp, (DIB 68-02-228).

01199—Miscellaneous Field Crops

Australia: Sorghum project at Tipperary off to good start, 1p, (DIB 68-02-012); Livestock situation in Northern **Mexico,** 6pp, (DIB 68-02-035).

01221—Deciduous Fruits

Argentina: Deciduous fruit, 2pp, (DIB 68-02-188); **Australia:** Agreement reached on freight rates on apple & pear shipments to Europe, 1p, (DIB 68-02-187); **United Kingdom:** Apple supply prospects 1968—Financial Times article, 2pp, (DIB 68-02-056); **United Kingdom:** Fruit prices tumble despite low home crop & devaluation, 2pp, (DIB 68-02-195).

01222—Tropical Fruit Except Citrus

Italy: Dried figs, 3pp, (DIB 68-02-193); **Portugal:** Dried figs, 5pp, (DIB 68-02-194); **United Kingdom:** Fruit prices tumble despite low home crop & devaluation, 2pp, (DIB 68-02-195).

01225—Coffee & Cocoa, Other Miscellaneous Fruit

Nigeria: Fats & oils, 2pp, (DIB 68-02-120); **Brazil:** Coffee Institute communique No. 2-68 issued Jan. '68, 2pp, (DIB 68-02-189); **Brazil:** Coffee Institute resolutions, 5pp, (DIB 68-02-086); **Costa Rica:** Current coffee harvest, 4pp, (DIB 68-02-057); **Ecuador:** Coffee, 9pp, (DIB 68-02-185); **Gabon:** Cocoa industry, 6pp, (DIB 68-02-085); **Ivory Coast:** Cocoa exports 1964-67, 1p, (DIB 68-02-217); **Liberia:** Cocoa exports 1965-67, 1p, (DIB 68-02-215); **Liberia:** Coffee exports 1967, 1p, (DIB 68-02-216); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009); **Sierra Leone:** Cocoa & coffee buying prices set by marketing board, 2pp, (DIB 68-02-218).

01226—Tree Nuts (Edible)

India: Walnuts, 6pp, (DIB 68-02-247); **Italy:** Filberts (winter 1967-68), 4pp, (DIB 68-02-246); **Philippines:** Coconut production to be down in 1968, 2pp, (DIB 68-02-096); **Portugal:** Almonds, 6pp, (DIB 68-02-248); **Spain:** Almonds & filberts, 6pp, (DIB 68-02-109); **Yugoslavia:** Walnuts, production, consumption, prices & foreign trade, 4pp, (DIB 68-02-110).

01234—Potatoes

Mozambique: Potato surplus in Sul Do Save, 1p, (DIB 68-02-063); **Mozambique:** 2,000 tons of potatoes thrown into sea, 1p, (DIB 68-02-064).

01300—Livestock

Denmark: Agricultural Marketing Act 1967-68 & 1968-69, & other government financial assistance to agriculture, 8pp, (DIB 68-02-186).

01320—Dairies

Rhodesia: Milk deliveries rise sharply, 1p, (DIB 68-02-082).

01340—Poultry, Except Broiler Chickens

Australia: Poultry expansion may be controlled, 1p, (DIB 68-02-083).

01341—Turkeys

Netherlands: Poultry protectionism, 2pp, (DIB 68-02-084); **West Germany:** Turkey outlook, 2pp, (DIB 68-02-041).

01344—Chicken, Except Broiler Chickens

Argentina: Export taxes reduced, 1p, (DIB 68-02-032).

01350—Beef Cattle

Chile: Polled Hereford sale to Chile, 4pp, (DIB 68-02-033); **Ireland:** Beef exports, 3pp, (DIB 68-02-034); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009); Livestock situation in Northern **Mexico,** 6pp, (DIB 68-02-035); **Rhodesia:** Cattle co-operative starts, 1p, (DIB 68-02-038); **South Africa:** Outbreak of foot & mouth disease, 1p, (DIB 68-02-029); **United Kingdom:** Foot & mouth disease—statement by U.K. Minister of Agriculture, 2pp, (DIB 68-02-039); **West Africa:** Meat industry situation, 2pp, (DIB 68-02-031).

01360—Hogs

Portugal: Statistical data on pork production, 1p, (DIB 68-02-040).

01391—Sheep & Lambs

West Africa: Meat industry situation, 2pp, (DIB 68-02-031).

01397—Wool & Mohair Production

Australia: Wool prices at high point for season, 1p, (DIB 68-02-220); **Australia:** Income from wool for first six months 1967-68 down, 1p, (DIB 68-02-222); **Australia:** Wool testing machines proving accurate, 1p, (DIB 68-02-098); **Australia:** New jute wool pack looks promising, 1p, (DIB 68-02-099); **Brazil:** Wool, 3pp, (DIB 68-02-221).

01932—Rabbits

Australia: Rabbit numbers increasing, 1p, (DIB 68-02-214).

01937—Bees & Bee Products

Honey—Western **Australian** Bee keepers seek federal subsidy, 2pp, (DIB 68-02-177); **Canada:** Honey production, 1p, (DIB 68-02-107); **El Salvador:** Honey, 3pp, (DIB 68-02-108).

07—AGRICULTURAL SERVICES & HUNTING & TRAPPING

07220—Offices of Veterinarians & Animal Hospitals

South Africa: Outbreak of foot & mouth disease, 1p, (DIB 68-02-029).

08—FORESTRY

08610—Gathering of Forest Products, n.e.c.

Burundi/Rwanda: First tea crop, 1p, (DIB 68-02-091); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009).

09—FISHERIES

09100—Fisheries, Except Fish Hatcheries, Farms & Preserves

Denmark: Fisheries—recent developments, 4pp, (DIB 68-02-225); **Denmark:** EEC common fisheries policy delayed—effect of devaluation on fishery trade, 3pp, (DIB 68-02-070).

Canada: Fishing industry in Newfoundland 1967, 4pp, (DIB 68-02-060).

09120—Finfish

Greenland Salmon fisheries, 2pp, (DIB 68-02-071); **Iceland:** Devaluation, assistance to freezing plants & tariff reduction, 3pp, (DIB 68-02-180); **South Africa:** Fishing—award of pilchard licenses, 6pp, (DIB 68-02-061).

10—METAL MINING

10110—Iron Ores

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144); **Argentina:** Iron & steel review, 20 pp, (DIB 68-02-224); **Australia,** Hamersley signs new Japanese contract, 3pp, (DIB 68-02-172); **Belgium-Luxembourg:** Steel industry developments in 1967, 5pp, (DIB 68-02-173); **Japan:** Mineral forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164); Higher **West German** steel production in 1967—further rise expected in 1968, 2pp, (DIB 68-02-161).

10210—Copper Ores

Japan: Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164).

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144); **South West Africa** awards copper prospecting concession, 2pp, (DIB 68-02-208); **South Africa:** Roan Selection Trust pulls out of Southern Rhodesia, 2pp, (DIB 68-02-163); **Zambia:** Anglo-American Corp. to open new open pit, 1p, (DIB 68-02-209).

10310—Lead & Zinc Ores

Yugoslavia: Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

10400—Gold & Silver Ores

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144).

10420—Lode Gold

South Africa: Gold production declined—U.S. raise-boring machine promises lower costs—Chamber of Mines expands, 2pp, (DIB 68-02-162).

10430—Placer Gold

South Africa: Gold production declined—U.S. raise-boring machine promises lower costs—Chamber of Mines expands, 2pp (DIB 68-02-162).

10620—Manganese Ores

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144).

10690—Ferroalloy Ores, Except Vanadium, n.e.c

New nickel plant for **Western Australia,** 3pp, (DIB 68-02-171); **South Africa:** Roan selection trust pulls out of Southern Rhodesia, 2pp, (DIB 68-02-163); **Yugoslavia:** Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

10940—Uranium—Vanadium Ores

Exploration & supply of uranium in **Italy,** 2pp, (DIB 68-02-136).

10990—Metallic Minerals (Ores), n.e.c.

Thailand: Tin production & exports—July-Dec. 1967, 1p, (DIB 68-02-204).

11—ANTHRACITE MINING

11100—Anthracite Mining

Japan: Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164).

Australia: Coal mining developments in Queensland, 5pp, (DIB 68-02-148).

11110—Anthracite

West German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133); **West Germany:** Coal & coke production by type, also labor force & absenteeism statistics, 4pp, (DIB 68-02-146).

12—BITUMINOUS COAL & LIGNITE MINING

12100—Bituminous Coal & Lignite Mining

Japan: Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164).

Australia: Coal mining developments in Queensland, 5pp, (DIB 68-02-148); **West German** oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133).

12120—Lignite

West Germany: Coal & coke production by type, also labor force & absenteeism statistics, 4pp, (DIB 68-02-146).

13—CRUDE PETROLEUM & NATURAL GAS

13110—Crude Petroleum & Natural Gas

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144); **Belgium-Luxembourg:** Soviet proposal to increase crude oil exports to Belgium, 4pp, (DIB 68-02-140); **Canada:** Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174); **Mexico:** Oil exploration in Northern Chihuahua, 1p, DIB 68-02-207); **Mexico:** Sulphur—production & foreign trade—4th qtr, 4pp, (DIB 68-02-165); **Spanish** oil production in 1967 discouraging, 2pp, (DIB 68-02-157); **West Germany:** Carbon black plant begins production, 2pp, (DIB 68-02-269); **West Germany:** Bavarian pipelines & petroleum refineries reach normal operational levels, 3pp, (DIB 68-02-142); **West Germany:** Preliminary petroleum statistics for 1967, 3pp, (DIB 68-02-156).

14—MINING & QUARRYING OF NONMETALLIC MINERALS EXCEPT FUELS

14110—Dimension Stone

Yugoslavia: Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

14220—Crushed & Broken Limestone

Thailand: Cement production & sales, '67, 1p, (DIB 68-02-212).

14290—Crushed & Broken Stone, n.e.c.

Yugoslavia: Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

14740—Potash, Soda & Borate Minerals

Chile: Nitrate production & foreign trade, 2pp, (DIB 68-02-158).

14750—Phosphate Rock

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144).

14770—Sulfur

Mexico: Sulphur—production & foreign trade—4th qtr., 4pp, (DIB 68-02-165).

14900—Miscellaneous Nonmetallic Minerals, Except Fuels

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144).

14920—Gypsum

Cyprus: Mineral production statistics on asbestos, cupreous concentrates, copper concentrates, iron pyrites, etc., 2pp, (DIB 68-02-106).

14940—Native Asphalt & Bitumens

Notes on **Indonesian** asphalt production, 2pp, (DIB 68-02-170).

14990—Miscellaneous Nonmetallic Minerals, n.e.c

Ceylon: Graphite export statistics,, 3pp, (DIB 68-02-166); **Cyprus:** Mineral production statistics on asbestos, cupreous concentrates, copper concentrates, iron pyrites, etc., 2pp, (DIB 68-02-106).

15—BUILDING CONSTRUCTION—GENERAL CONTRACTORS

15110—General Building Contractors

Kuwait: Shuaiba Board to construct 5,000 unit housing area, 2pp, (DIB 68-02-141); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009); **Rhodesia:** Nitrogenous fertilizer plant to be constructed, 2pp, (DIB 68-02-135).

16—CONSTRUCTION OTHER THAN BUILDING—GENERAL CONTRACTORS

16000—Construction Other Than Building—General Contractors

South Africa: Fishing—award of pilchard licenses, 6pp, (DIB 68-02-061).

16110—Highway & Street Construction Except Elevated Highways

Notes on **Indonesian** asphalt production, 2pp, (DIB 68-02-170); **Malaysia:** Economic developments in Sarawak 1967-1968, 22pp, (DIB 68-02-009); **Spain:** Highway construction program, 7pp, (DIB 68-02-130).

16210—Heavy Construction Except Highway & Street

New nickel plant for **Western Australia,** 3pp, (DIB 68-02-171); **Australia:** New South Wales government to spend millions to improve irrigation, 1p, (DIB 68-02-160); **West Germany:** Hamburg container port, 6pp, (DIB 68-02-129).

20—FOOD & KINDRED PRODUCTS

20100—Meat Products

Argentina: Export taxes reduced, 1p, (DIB 68-02-032).

20110—Meat Packing Plants

Australia: Chilled beef for Japan, 1p, (DIB 68-02-036); **Iceland:** Improvements in agriculture in 1967, 4pp, (DIB 68-02-123); **Portugal:** Statistical data on pork production, 1p, (DIB 68-02-040); **United Kingdom:** Lard imports Nov. 1967, 2pp, (DIB 68-02-119).

20119—Hides, Skins, & Pelts

Denmark: Joint Danish-Finnish mink fur auctions, 2pp, (DIB 68-02-068).

20150—Poultry & Small Game Dressing & Packing, Wholesale

West Germany: Poultry imports, 2pp, (DIB 68-02-042).

20200—Dairy Products

Chile: Fluid milk & dairy products prices, 4pp, (DIB 68-02-088); **Ireland:** Exports of dairy products, 3pp, (DIB 68-02-087).

20220—Cheese, Natural & Processed

Yugoslavia: Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

20310—Canned & Cured Fish & Sea Foods

Canada: Fishing industry in Newfoundland 1967, 4pp, (DIB 68-02-060); **Denmark:** EEC common fisheries policy delayed—effect of devaluation on fishery trade, 3pp, (DIB 68-02-070).

20340—Dried Dehydrated Fruits & Vegetables

Italy: Dried figs, 3pp, (DIB 68-02-193); **Portugal:** Dried figs, 5pp,, (DIB 68-02-194); **United Kingdom:** London press article on grading problems for dried fruits, 2pp, (DIB 68-02-196).

20360—Fresh or Frozen Packaged Fish

Canada: Fishing industry in Newfoundland 1967, 4pp, (DIB 68-02-060); **Denmark:** EEC common fisheries policy delayed—effect of devaluation on fishery trade, 3pp, (DIB 68-02-070); **Iceland:** Devaluation, assistance to freezing plants & tariff reduction, 3pp, (DIB 68-02-180).

20400—Grain Mill Products

United Kingdom: Third estimate—cereals supplies & requirements 1967-68, 6pp, (DIB 68-02-094).

20410—Flour & Other Grain Mill Products

Australia: Wheat, flour & coarse grains exports July-Sept. 1967, 4pp, (DIB 68-02-051); **Chile:** New wheat flour & bread prices, 2pp, (DIB 68-02-190); **Egypt (UAR):** Wheat flour from East Europe & China, 1p, (DIB 68-02-013).

20420—Prepared Feeds for Animals & Fowls

Denmark: Use of vacuum-dried shrimp meal in trout feed, 2pp, (DIB 68-02-004); **Iceland:** Improvements in agriculture in 1967, 4pp, (DIB 68-02-123); **Peru:** Fish meal & fish oil, 4pp, (DIB 68-02-234).

20440—Rice Milling

Thailand: Rice export premium rate Jan. 1968, 3pp, (DIB 68-02-079).

20460—Wet Corn Milling

Denmark: Developments in production of new glucose product total sugar, 1p, (DIB 68-02-154); **Iceland:** Improvements in agriculture in 1967, 4pp, (DIB 68-02-123).

20510—Bread & Other Bakery Products Except Cookies & Crackers

Chile: New wheat flour & bread prices, 2pp, (DIB 68-02-190); **Netherlands:** Higher retail prices, 1p, (DIB 68-02-192).

CONTAINER HANDLING EQUIPMENT is shown servicing a vessel at Norfolk International Terminals. New operation there has a 750-foot container berth, a Portainer crane (shown) and four chassis trains

20610—Cane Sugar Except Refining Only

Peru: Molasses, 3pp, (DIB 68-02-155).

20910—Cottonseed Oil Mills

Pakistan: Edible oil imports pose storage problem at Karachi, 1p, (DIB 68-02-118).

20920—Soybean Oil Mills

Pakistan: Edible oil imports pose storage problem at Karachi, 1p, (DIB 68-02-118).

20930—Vegetable Oil Mills Except Corn, Cottonseed & Soybean

India: Peanuts—production, exports, imports, prices, outlook, 15pp, (DIB 68-02-226); **Philippines:** Coconut production to be down in 1968, 2pp, (DIB 68-02-096).

20940—Animal & Marine Fats & Oils

Peru: Fish meal & fish oil, 4pp, (DIB 68-02-234).

20999—Other Food Preparations, n.e.c.

India: Indo-Ceylon talks on tea export problems, 2pp, (DIB 68-02-090).

21—TOBACCO MANUFACTURES

21110—Cigarettes

Yugoslavia: Macedonian economic chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

22—TEXTILE MILL PRODUCTS

22000—Textile Mill Products

Belgium-Luxembourg: Textile report, 5pp, (DIB 68-02-232).

22110—Broad Woven Fabric Mills, Cotton

Japan: Textile export statistics, 1p, (DIB 68-02-231); **Japan:** Textile production, 3pp, (DIB 68-02-230).

United Kingdom: Article from Times Business News on Lancashire cotton industry, 3pp, (DIB 68-02-043).

22210—Broad Woven Fabric Mills, Man-Made Fiber & Silk

Japan: Textile export statistics, 1p, (DIB 68-02-231); **Japan:** Textile production, 3pp, (DIB 68-02-230).

United Kingdom: Article from Times Business News on Lancashire cotton industry, 3pp, (DIB 68-02-043).

22310—Broad Woven Fabric Mills, Wool Including Dyeing & Finishing

Japan: Textile export statistics, 1p, (DIB 68-02-231); **Japan:** Textile production, 3pp, (DIB 68-02-230).

Spanish wool industry agrees to maintain prices, 2pp, (DIB 68-02-233).

22410—Narrow Fabrics & Other Smallwares Mills

Spanish wool industry agrees to maintain prices, 2pp, (DIB 68-02-233).

22800—Yarn & Thread Mills

Japan: Textile production, 3pp, (DIB 68-02-230); **Japan:** Textile export statistics, 1p, (DIB 68-02-231); **United Kingdom:** Article from Times Business News on Lancashire cotton industry, 3pp, (DIB 68-02-043).

22810—Yarn Spinning Mills, Except Wool

Japan: Cotton yarn imports show sharp increase, 1p, (DIB 68-02-045).

22830—Yarn Mills, Wool, Including Carpet & Rug Yarn

Spanish wool industry agrees to maintain prices, 2pp, (DIB 68-02-233).

24—LUMBER & WOOD PRODUCTS

24110—Logging Camps & Contractors

Canada: Nova Scotia Pulp Ltd., 7pp, (DIB 68-02-211); **Malaysia:** Forestry—Sabah exports, 2pp, (DIB 68-02-159).

24210—Sawmills & Planing Mills

Honduran lumber exports 1962-66, 1p, (DIB 68-02-055).

26—PAPER & ALLIED PRODUCTS

26110—Pulp Mills

Canada: Nova Scotia Pulp Ltd., 7pp, (DIB 68-02-211).

28—CHEMICALS & ALLIED PRODUCTS

28100—Industrial Inorganic & Organic Chemicals

West German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133).

28160—Inorganic Pigments

Cyprus: Mineral production statistics on asbestos, cupreous concentrates, copper concentrates, iron pyrites, etc., 2pp, (DIB 68-02-106).

28180—Industrial Organic Chemicals, n.e.c.

Sweden: Program for environmental pollution control—diesel exhaust gases, 7pp, (DIB 68-02-151).

28190—Industrial Inorganic Chemicals, n.e.c.

New nickel plant for Western **Australia,** 3pp, (DIB 68-02-171).

28200—Plastic Materials, Synthetic Resins, Rubber & Other Man-Made Fibers

Belgium-Luxembourg: Textile report, 5pp, (DIB 68-02-232).

28210—Plastic Materials, Synthetic Resins & Non-Vulcanizable Elastomers

Netherlands: Introduction of Corfam in Netherlands shoe industry, 1p, (DIB 68-02-179).

28420—Specialty Cleaning, Polishing, Sanitation Preparations

Japan: Import requirements for room deodorants—statement of ingredients, 2pp, (DIB 68-02-137).

28710—Fertilizers

Nitrogen fertilizer increases Western **Australian** wheat yields, 2pp, (DIB 68-02-092); **Denmark:** Agricultural Marketing Act 1967-68 & 1968-69, and other Government financial assistance to agriculture, 8pp, (DIB 68-02-186); **Rhodesia:** Fertilizer factory given go-ahead, 1p, (DIB 68-02-050); **Rhodesia:** nitrogenous fertilizer plant to be constructed, 2pp, (DIB 68-02-135).

28950—Carbon Black

West Germany: Carbon black plant begins production, 2pp, (DIB 68-02-269).

28990—Chemicals & Chemical Preparations, n.e.c.

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144).

29—PETROLEUM REFINING & RELATED INDUSTRIES

29110—Petroleum Refining

Notes on **Indonesian** asphalt production, 2pp, (DIB 68-02-170); **Japan:** Manmade animal feed, 2pp, (DIB 68-02-184); **Netherlands:** Two fires in Rotterdam's refinery areas, 2pp, (DIB 68-02-167); **Venezuela:** Petroleum production & export statistics 1967, 3pp, (DIB 68-02-103); **West Germany:** Oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133); **West Germany:** Bavarian pipelines & petroleum refineries reach normal operational levels, 3pp, (DIB 68-02-142); **West Germany:** Preliminary petroleum statistics for 1967, 3pp, (DIB 68-02-156).

29510—Paving Mixtures & Blocks

Notes on **Indonesian** asphalt production, 2pp, (DIB 68-02-170).

29990—Petroleum & Coal Products, n.e.c.

West German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133); **West Germany:** Coal & coke—production by type, also labor force & absenteeism statistics, 4pp, (DIB 68-02-146).

31—LEATHER AND LEATHER PRODUCTS

31410—Footwear, Except House Slippers & Rubber Footwear

Introduction of Corfam in **Netherlands** shoe industry, 1p, (DIB 68-02-179).

32—STONE, CLAY, GLASS & CONCRETE PRODUCTS

32200—Glass & Glassware, Pressed or Blown

Belgium-Luxembourg: Textile report, 5pp, (DIB 68-02-232).

32740—Lime

Cyprus: Mineral production statistics on asbestos, cupreous concentrates, copper concentrates, iron pyrites, etc., 2pp, (DIB 68-02-106).

32750—Gypsum Products

Cyprus: Mineral production statistics on asbestos, cupreous concentrates, copper concentrates, iron pyrites, etc., 2pp, (DIB 68-02-106).

33—PRIMARY METAL INDUSTRIES

33100—Blast Furnaces, Steel Works, Rolling & Finishing Mills

Argentina: Iron & steel review, 20pp, (DIB 68-02-224); **Belgium-Luxembourg:** Steel industry developments in 1967, 5pp, (DIB 68-02-173); **France:** Iron & steel merger—Wendel-Sidelor, 2pp, (DIB 68-02-145).

33120—Blast Furnaces, Steel Works, Rolling Mills

Australia: New nickel plant for Western Australia, 3pp, (DIB 68-02-171); **Japan:** Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164); **West Germany:** Higher steel production in 1967—further rise expected in 1968, 2pp, (DIB 68-02-161); **West Germany:** Coal & coke—production by type, also labor force & absenteeism statistics, 4pp, (DIB 68-02-146); **Yugoslavia:** Capital movements to underdeveloped areas, 3pp, (DIB 68-02-002).

33130—Electrometallurgical Products

USSR: Introduction of economic reform in mining & processing of nonferrous metal, 2pp, (DIB 68-02-175).

33200—Iron & Steel Foundries

Argentina: Iron & steel review, 20pp, (DIB 68-02-224).

33230—Steel Foundries

Belgium-Luxembourg: Steel industry developments in 1967, 5pp, (DIB 68-02-173).

33300—Primary Smelting & Refining of Nonferrous Metals

USSR: Introduction of economic reform in mining & processing of nonferrous metal, 2pp, (DIB 68-02-175).

33310—Primary Smelting & Refining of Copper

Japan: Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-164).

33340—Primary Production of Aluminum

Japan: Minerals forecast for fiscal 1968 announced by Ministry, 2pp, (DIB 68-02-

164); **West Germany:** Metallgesellschaft & Swiss aluminum to build larger smelter in Ruhr area, 2pp, (DIB 68-02-168).

33390—Primary Smelting & Refining of Nonferrous Metals n.e.c.

Thailand: Tin production & exports—July-December 1967, 1p, (DIB 68-02-204); **Australia:** New nickel plant for Western Australia, 3pp, (DIB 68-02-171).

33410—Secondary Smelting & Refining of Nonferrous Metals

USSR: Introduction of economic reform in mining & processing of nonferrous metal, 2pp, (DIB 68-02-175).
Thailand: Tin production & exports—July-Dec. 1967, 1p, (DIB 68-02-204); **Australia:** New nickel plant for Western Australia, 3pp, (DIB 68-02-171).

33500—Rolling, Drawing & Extruding of Nonferrous Metals

Australia: New nickel plant for Western Australia, 3pp, (DIB 68-02-171).

33600—Nonferrous Foundries

USSR: Introduction of economic reform in mining & processing of nonferrous metal, 2pp, (DIB 68-02-175).

33900—Miscellaneous Primary Metal Products

Argentina: Iron & steel review, 20pp, (DIB 68-02-224).

33910—Iron & Steel Forgings

Belgium-Luxembourg: Steel industry developments in 1967, 5pp, (DIB 68-02-173).

33920—Nonferrous Forgings

USSR: Introduction of economic reform in mining & processing of nonferrous metal, 2pp, (DIB 68-02-175).

34—FABRICATED METAL PRODUCTS

34330—Heating Equipment Except Electric

Belgium-Luxembourg: Belgian market for gas cooking & heating appliances, 4pp, (DIB 68-02-150).

34430—Fabricated Plate Work (Boiler Shops)

Austria: Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125).

35—MACHINERY, EXCEPT ELECTRICAL

35190—Internal Combustion Engines, n.e.c.

Sweden: Program for environmental pollution control—diesel exhaust gases, 7pp, (DIB 68-02-151).

35220—Farm Machinery & Equipment

Pakistan: I.D.A. loan for import of tractors, power tillers & pumps, 1p, (DIB 68-02-138); **Uruguay:** Agricultural machinery & equipment & trade statistics, 7pp, (DIB 68-02-147); **Yugoslavia:** Farm mechanization, 8pp, (DIB 68-02-268).

35300—Construction, Mining Materials Handling Machinery & Equipment

Thailand: Market data for motor maintenance & automotive repair trade, 16pp, (DIB 68-02-139).

35320—Mining Machinery & Equipment Except Oil Field

South Africa: Gold production declined, U.S. raise-boring machine promises lower costs, Chamber of Mines expands, 2pp, (DIB 68-02-162).

35410—Metal-cutting Machine Tools

France: Preliminary results for 1967 French machine tool industry & outlook 1968, 2pp, (DIB 68-02-131); **Thailand:** Market data for motor maintenance & automotive repair trade, 16pp, (DIB 68-02-139).

35420—Metal-forming Machine Tools

France: Preliminary results for 1967 French machine tool industry & outlook 1968, 2pp, (DIB 68-02-131).

35450—Machine Tool Accessories & Measuring Devices

France: Preliminary results for 1967 machine tool industry & outlook 1968, 2pp, (DIB 68-02-131).

35480—Metalworking Machinery & Power Driven Hand Tools

Chile: Welding equipment & portable powered handtool production statistics, 9pp, (DIB 68-02-143).

35610—Pumps, Air & Gas Compressors & Pumping Equipment

Pakistan: I.D.A. loan to Pakistan for import of tractors, power tillers & pumps, 1p, (DIB 68-02-138).

35730—Electronic Computing Equipment

Australia: Electronic products outlook 1966-67, 21pp, (DIB 68-02-199).

35850—Air Conditioning & Refrigeration Machinery & Equipment

Kuwait: Shuaiba board to construct 5,000 unit housing area, 2pp, (DIB 68-02-141).

35860—Measuring & Dispensing Pumps

Thailand: Market data for motor maintenance & automotive repair trade, 16pp, (DIB 68-02-139).

36—ELECTRICAL MACHINERY, EQUIPMENT & SUPPLIES

36120—Power, Distribution & Specialty Transformers

Austria: Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125).

36230—Welding Apparatus

Chile: Welding equipment & portable powered handtool production statistics, 9pp, (DIB 68-02-143).

36290—Electric Industrial Goods, n.e.c.

Austria: Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125).

36500—Radio & TV Receiving Sets Excluding Communication Types

Australia: Electronic products outlook 1966-67, 21pp, (DIB 68-02-199).

36600—Communication Equipment

Australia: Electronic products outlook 1966-67, 21pp, (DIB 68-02-199).

36700—Electronic Components & Accessories

Australia: Electronic products outlook 1966-67, 21pp, (DIB 68-02-199).

36740—Semiconductors & Related Devices

Austria: Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125).

37—TRANSPORTATION EQUIPMENT

37100—Motor Vehicles & Motor Vehicle Equipment

Canada: Revised key statistics on automotive industry, 7pp, (DIB 68-02-121); **Canada:** Automotive productivity & capital investment, 15pp, (DIB 68-02-122); **Thailand:** Market data for motor maintenance & automotive repair trade, 16pp, (DIB 68-02-139).

37110—Motor Vehicles

Ceylon: Local firm begins assembly of jeeps, 3pp, (DIB 68-02-206); **Chile:** Central bank circular—compensation operations of automotive industry, 4pp, (DIB 68-02-054); **France:** Automobile registration tax revised to detriment of U.S. automobiles, 2pp, (DIB 68-02-181); **Italy:** Incorporation of Alfa Sud, 1p, (DIB 68-02-176); **Somali Republic:** Assembly of motor vehicles to begin in Northern Somalia, 2pp, (DIB 68-02-210); **United Kingdom:** Forecasts for 1968 in automotive industry, 2pp, (DIB 68-02-182); **USSR:** Trade aspects of Prime Minister Wilson's Moscow visit, 2pp, (DIB 68-02-127); **West**

Germany: Reaction of local automobile manufacturers to 7% excise levy, 2pp, (DIB 68-02-183).

37300—Ship & Boat Building & Repairing

Australia: Japanese sales mission visits Australia, 2pp, (DIB 68-02-213).

37420—Railroad & Street Cars

Australia: Coal mining developments in Queensland, 5pp, (DIB 68-02-148).

38—SCIENTIFIC INSTRUMENTS, PHOTO & OPTICAL GOODS, CLOCKS

38210—Mechanical Measuring Devices

Australia: Wool testing machines proving accurate, 1p, (DIB 68-02-098); **West Germany:** Research on mine explosions, 3pp, (DIB 68-02-001).

38610—Photographic Equipment & Supplies

Japan: Photographic equipment & supplies 1965-66 & outlook 1967, 14pp, (DIB 68-02-128); **Switzerland:** Foreign trade in photographic supplies 1965 & 1966, 11pp, (DIB 68-02-105).

39—MISCELLANEOUS MANUFACTURING INDUSTRIES

39130—Lapidary Work

India: Diamond industry restores shaken credit with Belgium, 3pp, (DIB 68-02-169).

39990—Manufacturing Industries, n.e.c.

Austria: Quantitative restrictions on match imports removed, 1p, (DIB 68-02-005).

40—RAILROAD TRANSPORTATION

40100—Railroads

West Germany: Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126); **West Germany:** Bundesrat welcomes federal transport program (Leber plan), 3pp, (DIB 68-02-134).

41—LOCAL & SUBURBAN TRANSIT & INTERURBAN PASSENGER TRANSPORT

41110—Local & Suburban Transit

United Kingdom: Public transport and traffic, 3pp, (DIB 68-02-008).

42—MOTOR FREIGHT TRANSPORTATION & WAREHOUSING

42100—Trucking, Local & Long Distance

West Germany: Bundesrat welcomes federal transport program (Leber plan), 3pp, (DIB 68-02-134); **West Germany:** Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126).

42310—Terminal & Joint Terminal Maintenance Facilities for Motor Freight Transportation

West Germany: Bundesrat welcomes federal transport program (Leber plan), 3pp, (DIB 68-02-134); **West Germany:** Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126).

44—WATER TRANSPORTATION

44110—Deep Sea Foreign Transportation

West Germany: Hamburg container port, 6pp, (DIB 68-02-129).

44410—Transportation on Rivers & Canals

West Germany: Bundesrat welcomes federal transport program (Leber plan), 3pp, (DIB 68-02-134); **West Germany:** Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126); **West Germany:** Hamburg container port, 6pp, (DIB 68-02-129).

44630—Marine Cargo Handling

West Germany: Bundesrat welcomes federal transport program (Leber plan), 3pp, (DIB 68-02-134); **West Germany:** Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126); **West Germany:** Hamburg container port, 6pp, (DIB 68-02-129).

45—TRANSPORTATION BY AIR

45110—Air Transportation, Certificated Carriers

United Kingdom: BOAC 1967, 1p, (DIB 68-02-007); **United Kingdom:** British charter policy, 1p, (DIB 68-02-006).

46—PIPELINE TRANSPORTATION

46110—Pipelines, Except Natural Gas

West Germany: Bavarian pipelines & petroleum refineries reach normal operational levels, 3pp, (DIB 68-02-142).

46120—Crude Petroleum Pipelines

Canada: Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174).

46190—Pipelines, n.e.c.

West Germany: Research on mine explosions, 3pp, (DIB 68-02-001).

47—TRANSPORTATION SERVICES

47800—Miscellaneous Transportation Services

West Germany: Hamburg container port, 6pp, (DIB 68-02-129); **West Germany:** Bremen senate welcomes federal transport policy program, 3pp, (DIB 68-02-126).

49—ELECTRIC, GAS & SANITARY SERVICES

49110—Electric Companies & Systems

Austria: Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125); **West Germany:** German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133); **Yugoslavia:** Capital movements to underdeveloped areas, 3pp, (DIB 68-02-002).

49200—Gas Companies & Systems

West Germany: German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133).

49230—Natural Gas Transmission & Distribution

Belgium-Luxembourg: Belgian market for gas cooking & heating appliances, 4pp, (DIB 68-02-150).

49250—Mixed, Manufactured, or L. P. Gas

West Germany: German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133).

49410—Water Supply

Malaysia: Economic developments in Sarawak 1967-68, 22pp, (DIB 68-02-009).

49710—Irrigation System Operation

Australia: New South Wales Government to spend millions to improve irrigation, 1p, (DIB 68-02-160); **Malaysia:** Economic developments in Sarawak 1967-68, 22pp, (DIB 68-02-009).

50—WHOLESALE TRADE

50490—Groceries & Related Products, n.e.c.

Thailand: Domestic tea compulsory purchases increased, 1p, (DIB 68-02-089).

54—FOOD STORES

54620—Retail Baking & Selling

United Kingdom: Bakery industry applies to raise bread prices, 3pp, (DIB 68-02-062).

75—AUTOMOBILE REPAIR, SERVICES & GARAGES

75300—Automobile Repair Shops

Thailand: Market data for motor maintenance & automotive repair trade, 16pp, (DIB 68-02-139).

78—MOTION PICTURES

78000—Motion Pictures

Switzerland: Foreign trade in entertainment motion pictures 1965-66, 5pp, (DIB-68-02-104); **West Germany:** Entertainment motion pictures—35mm, 10pp, (DIB 68-02-100).

89—MISCELLANEOUS SERVICES

89210—Nonprofit Educational & Scientific Research

West Germany: Research on mine explosions, 3pp, (DIB 68-02-001).

97—WORLD TRADE

97701—Economic Developments

Angola: Minerals industries—developments & outlook, 6pp, (DIB 68-02-144); **Argentina:** Wheat & corn situation, 2pp, (DIB 68-02-019); **Australia:** Sorghum project at Tipperary off to good start, 1p, (DIB 68-02-012); **Australia:** Principal cotton area suffering severe drought, 1p, (DIB 68-02-046); **Australia:** Wool-testing machines proving accurate, 1p, (DIB 68-02-098); **Australia:** New jute wool pack looks promising, 1p, (DIB 68-02-099); **Australia:** Cotton prospects improved by heavy rains, 2pp, (DIB 68-02-097); **Australia:** Coal mining developments in Queensland, 5pp, (DIB 68-02-148).

Burma: Pulses, 9pp, (DIB 68-02-026); **Burundi/Rwanda:** First tea crop, 1p, (DIB 68-02-091); **Canada:** Automotive productivity & capital investment, 15pp, (DIB 68-02-122); **Canada:** Fishing industry in Newfoundland 1967, 4pp, (DIB 68-02-060); **Canada:** Supplement to annual hops report, 1p, (DIB 68-02-074); **Ceylon:** Rice production & stocks, 4pp, (DIB 68-02-076); **Chile:** Polled Hereford sale to Chile, 4pp, (DIB 68-02-033); **Costa Rica:** Current coffee harvest, 4pp, (DIB 68-02-057).

France: Subsidies paid on flax fiber & processing, 2pp, (DIB 68-02-003); **France:** Iron & steel merger—Wendel-Sidelor, 2pp, (DIB 68-02-145); **Gabon:** Cocoa industry, 6pp, (DIB 68-02-085); **Greenland:** Greenland salmon fisheries, 2pp, (DIB 68-02-071); **Guatemala:** Grain and feed annual, 14pp, (DIB 68-02-010); **Guyana:** Sugar production 1967, 1p, (DIB 68-02-059); **India:** First estimate of sugarcane acreage 1967-68, 1p, (DIB 68-02-025); **India:** Economic trends—quarterly, 6pp, (DIB 68-02-081); **India:** Impact of India's 1967-68 bumper jute crop, 4pp, (DIB 68-02-080).

Iran: Semi-annual economic trends, 11pp, (DIB 68-02-030); **Ireland:** Wheat situation, 2pp, (DIB 68-02-022); **Ireland:** Exports of dairy products, 3pp, (DIB 68-02-087; **Japan:** 1967 rice harvest largest in history, 1p, (DIB 68-02-077; **Malaysia:** Economic developments in Sarawak 1967-68, 22pp, (DIB 68-02-009); **Mexico:** Livestock situation in Northern Mexico, 6pp, (DIB 68-02-035); **Mexico:** U.S.-Mexico commission for border development & friendship, 6pp, (DIB 68-02-265); **Mexico:** Border industrialization program—list of border industries, 11pp, (DIB 68-02-101); **Mozambique:** 2,000 tons of potatoes thrown into sea, 1p, (DIB 68-02-064); **Mozambique:** Potato surplus in Sul do Save, 1p, (DIB 68-02-063).

Netherlands: Poultry protectionism, 2pp, (DIB 68-02-084); **Pakistan:** Economic trends—semi-annual, 8pp, (DIB 68-02-014); **Philippines:** Coconut production to be down in 1968, 2pp, (DIB 68-02-096); **Portugal:** Statistical data on pork production, 1p, (DIB 68-02-040); **Rhodesia:** Cattle co-operative starts, 1p, (DIB 68-02-038); **Rhodesia:** Cotton, 4pp, (DIB 68-02-058); **Rhodesia:** Milk deliveries rise sharply, 1p, (DIB 68-02-082).

Thailand: Economic trends, semi-annual, 14pp, (DIB 68-02-049); **Thailand:** Rice—1967-68 production estimate lower than 1966-67, 2pp, (DIB 68-02-012); **Thailand:** Rice export premium rate Jan. 1968, 3pp, (DIB 68-02-079); **United Kingdom:** Apple supply prospects 1968—Financial Times article, 2pp, (DIB 68-02-056); **United Kingdom:** Third estimate—cereals supplies & requirements 1967-68, 6pp, (DIB 68-02-094); **United Kingdom:** Economic trends, 7pp, (DIB 68-02-095); **Uruguay:** Agricultural machinery & equipment & trade statistics, 7pp, (DIB 68-02-147); **West Germany:** Importance of increasing corn production, 2pp, (DIB 68-02-020).

97702—Foreign Trade Regulations

Argentina: Export taxes reduced, 1p, (DIB 68-02-032); **Australia:** Electronic products outlook 1966-67, 21pp, (DIB 68-02-199); **Australia:** Agreement reached on freight rates on apple & pear shipments to Europe, 1p, (DIB 68-02-187); **Austria:** Quantitative restrictions on match imports removed, 1p, (DIB 68-02-005); **Belgium-Luxembourg:** Tobacco—EEC changes custom duty rates on imports from third country origin, 2pp, (DIB 68-02-067); **Belgium-Luxembourg:** Belgian market for gas cooking & heating appliances, 4pp, (DIB 68-02-150); **Brazil:** Coffee Institute resolutions, 5pp, (DIB 68-02-086); **Chile:** Welding equipment & portable powered handtool production statistics, 9pp, (DIB 68-02-143).

Denmark: Agricultural marketing act 1967-68 & 1968-69, & other Government financial assistance to agriculture, 8pp, (DIB 68-02-186); **El Salvador:** Sugar crop surplus problem continues, 1p, (DIB 68-02-018); **France:** Seeds, 1p, (DIB 68-02-015); **France:** Automobile registration tax revised to detriment of U.S. automobiles, 2pp, (DIB 68-02-181); **Iceland:** Devaluation, assistance to freezing plants & tariff reduction, 3pp, (DIB 68-02-180; **Ireland:** Feed grain import allocations, 2pp, (DIB 68-02-023); **Japan:** Import requirements for room deodorants—statement of ingredients, 2pp, (DIB 68-02-137); **Japan:** Photographic equipment & supplies 1965-66 & outlook 67, 14pp, (DIB 68-02-128).

Mexico: Cotton export tax rebate extended, 1p, (DIB 68-02-044); **Pakistan:** Edible oil imports pose storage problem at Karachi, 1p, (DIB 68-02-118); **Rhodesia:** Nitrogenous fertilizer plant to be constructed, 2pp, (DIB 68-02-135); **Spain:** Cotton—duty-free importation quota, 1p, (DIB 68-02-229); **Spain:** Suspension of import duties on soybeans extended, 1p, (DIB 68-02-117); **Spain:** Soybeans, 1p, (DIB 68-02-149); **Thailand:** Rice—revision of customs export duty, 2pp, (DIB 68-02-048); **Thailand:** Domestic tea compulsory purchases increased, 1p, (DIB 68-02-089); **West Germany:** Import tender for seeds of green peas & beans, 1p, (DIB 68-02-065).

97703—Investment Laws, Incentives & Guarantees

Angola: Minerals industries — developments and outlook, 6pp. (DIB 68-02-144); **Canada:** Automotive productivity and capital investment, 15pp. (DIB 68-02-122); **Chile:** Central Bank circular—compensation operations of automotive industry, 4pp. (DIB 68-02-054); **Chile:** Welding equipment and portable powered handtool production statistics, 9pp. (DIB 68-02-143); **Rhodesia:** Nitrogenous fertilizer plant to be constructed, 2pp. (DIB 68-02-135); **South America:** Fishing—award of Pilchard licenses, 6pp. (DIB 68-02-061); **Venezuela:** 1967 financing by Venezuelan Development Corporation, 3pp. (DIB 68-02-270); **Yugoslavia:** FEC member discusses new Joint Investment Law, 2pp, (DIB 68-02-200).

97704—Market Surveys, Reports & Profiles

Australia: Sorghum project at Tipperary off to good start, 1p, (DIB 68-02-012); **Australia:** Sugar estimate revised down, 1p, (DIB 68-02-017); **Australia:** Chilled beef for Japan, 1p, (DIB 68-02-036); **Australia:** Wheat, flour and coarse grains exports, July-Sept. 1967, 4pp, (DIB 68-02-051); **Australia:** New nickel plant for Western Australia, 3pp, (DIB 68-02-171); **Australia:** Electronic products outlook 1966-67, 21pp, (DIB 68-02-199); **Australia:** Coal mining developments in Queensland, 5pp, (DIB 68-02-148); **Belgium-Luxembourg:** Steel industry developments in 1967, 5pp, (DIB 68-02-173); **Belgium-Luxembourg:** Belgian market for gas cooking and heating appliances, 4pp, (DIB 68-02-150).

Brazil: Corn export situation, 1p, (DIB 68-02-021); **Burma:** Pulses, 9pp, (DIB 68-02-026); **Burundi/Rwanda:** First tea crop, 1p, (DIB 68-02-091); **Canada:** Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174); **Denmark:** Use of vacuum-dried shrimp meal in trout feed, 2pp, (DIB 68-02-004); **Denmark:** Joint Danish-Finnish mink fur auctions, 2pp, (DIB 68-02-068); **Ecuador:** Coffee, 9pp, (DIB 68-02-185); **France:** Iron and steel merger—Wendel-Sidelor, 2pp, (DIB 68-02-145); **Gabon:** Cocoa industry, 6pp, (DIB 68-02-085); **Guatemala:** Grain and feed annual, 14pp, (DIB 68-02-010).

Honduras: Honduran lumber exports 1962-66, 1p, (DIB 68-02-055); **India:** Diamond industry restores shaken credit with Belgium, 3pp, (DIB 68-02-169); **Indonesia:** Notes on Indonesia asphalt production, 2pp, (DIB 68-02-170); **Ireland:** Exports of dairy products, 3pp, (DIB 68-02-087); **Japan:** Cotton yarn imports show sharp increase, 1p, (DIB 68-02-045); **Kuwait:** Shuaiba board to construct 5,000 unit housing area, 2pp, (DIB 68-02-141); **Mexico:** Livestock situation in northern Mexico, 6pp, (DIB 68-02-035); **Mozambique:** Corn exports alleviate larger surplus, 1p, (DIB 68-02-028).

Netherlands: Poultry protectionism, 2pp, (DIB 68-02-084); **Philippines:** Coconut production to be down in 1968, 2pp, (DIB 68-02-096); **Spain:** Highway construction program, 7pp, (DIB 68-02-130); **Spain:** Spanish oil production discouraging in 1967, 2pp, (DIB 68-02-157); **Thailand:** Sorghum exports to Japan—Jan. 1968, 1p, (DIB 68-02-053); **Thailand:** Market data for motor maintenance and automotive repair trade, 16pp, (DIB 68-02-139); **Turkey:** Cotton prices and exports, 2pp, (DIB 68-02-047); **United Kingdom:** Article from Times Business News on Lancashire cotton industry, 3pp, (DIB 68-

02-043); **United Kingdom:** Forecasts for 1968 in automotive industry, 2pp, (DIB 68-02-182); **United Kingdom:** Third estimate—cereal supplies and requirements 1967-68, 6pp, (DIB 68-02-094); **Uruguay:** Agricultural machinery, equipment and trade statistics, 7pp, (DIB 68-02-147); **West Germany:** Pulse production, 1p, (DIB 68-02-011); **West Germany:** Turkey outlook, 2pp, (DIB 68-02-041); **West Germany:** German oil industry's views on energy policy (enclosures in German), 30pp, (DIB 68-02-133); **West Africa:** Meat industry situation, 2pp, (DIB 68-02-031).

97705—Currencies, Reserves & Balances

Brazil: Coffee Institute resolutions, 5pp, (DIB 68-02-086).

97706—Tourism

West Germany: Reaction of local automobile manufacturers to 7% excise levy, 2pp, (DIB 68-02-183).

97707—Investment, Licensing & Joint Venture Opportunities

Australia: New nickel plant for western Australia, 3pp, (DIB 68-02-171); **Somali Republic:** Assembly of motor vehicles to begin in northern Somalia, 2pp, (DIB 68-02-210); **Spain:** Highway construction program, 7pp, (DIB 68-02-130); **USSR:** Trade aspects of Prime Minister Wilson's Moscow visit, 2pp, (DIB 68-02-127); **Yugoslavia:** Capital movements to underdeveloped areas, 3pp. (DIB 68-02-002).

97709—Business Laws & Practices

Brazil: Wool, 3pp, (DIB 68-02-221); **France:** Automobile registration tax revised to detriment of U.S. automobiles, 2pp, (DIB 68-02-181); **France:** Implementing decree on Profit Sharing Law published, 15pp, (DIB 68-02-223); **South Africa:** Gold production declined—U.S. raise-boring machine promises lower costs—Chamber of Mines expands, 2pp, (DIB 68-02-162); **Spain:** Spanish wool industry agrees to maintain prices, 2pp, (DIB 68-02-233); **United Kingdom:** British Charter policy, 1p, (DIB 68-02-006); **USSR:** Introduction of economic reform in mining and processing of non-ferrous metal, 2pp, (DIB 68-02-175).

97712—Soviet Bloc Trade

Australia: Wool prices at high point for season, 1p, (DIB 68-02-220); **Belgium-Luxembourg:** Soviet proposal to increase crude oil exports to Belgium, 4pp, (DIB 68-02-140); **Ecuador:** Coffee, 9pp, (DIB 68-02-185); **Yugoslavia:** FEC member discusses new Joint Investment Law, 2pp, (DIB 68-02-200).

97713—Bilateral Trade

Australia: Japanese sales mission visits, 2pp, (DIB 68-02-213); **Australia:** Hamersley signs new Japanese contract, 3pp, (DIB 68-02-172); **Australia:** New nickel plant for western Australia, 3pp, (DIB 68-02-171); **Australia:** Electronic products outlook 1966-67, 21pp, (DIB 68-02-199); **Australia:** Wool prices at high point for season, 1p, (DIB 68-02-220); **Australia:** Income from wool for first six months 1967-68 down, 1p, (DIB 68-02-222); **Belgium-Luxembourg:** Belgian market for gas cooking and heating appliances, 4pp, (DIB 68-02-150); **Canada:** Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174); **Canada:** Revised key statistics on Canadian automotive industry, 7pp, (DIB 68-02-121); **Canada:** Trade statistics for first eleven months, 1967, 2pp, (DIB 68-02-102).

Ceylon: Local firm begins assembly of jeeps, 3pp, (DIB 48-02-206); **Ceylon:** Graphite export statistics, 3pp, (DIB 68-02-166); **Chile:** Nitrate production and foreign trade, 2pp, (DIB 68-02-158); **Denmark:** Agricultural Marketing Act 1967-68 and 1968-69, and other government financial assistance to agriculture, 8pp, (DIB 68-02-186); **Ecuador:** Coffee, 9pp, (DIB 68-02-185); **Ecuador:** Abaca—new export crop for Ecuador, 1p, (DIB 68-02-178); **Egypt (UAR):** Wheat flour from East Europe and China, 1p, (DIB 68-02-013); **Iceland:** Communist nations share of Icelandic trade, 3pp, (DIB 68-02-124); **India:** Diamond industry restores shaken credit with Belgium, 3pp, (DIB 68-02-169); **Indonesia:** Notes on Indonesian asphalt production, 2pp, (DIB 68-02-170); **Ivory Coast:** Cocoa exports 1964-67, 1p, (DIB 68-02-217).

Liberia: Cocoa exports 1965-67, 1p, (DIB 68-02-215); **Liberia:** Coffee exports 1967, 1p, (DIB 68-02-216); **Malaysia:** Forestry—Sabah exports, 2pp, (DIB 68-02-159); **Malta:** Press comment on American investment, 3pp, (DIB, 68-02-201); **Mexico:** Sulphur—production and foreign trade—fourth quarter, 4pp, (DIB 68-02-165); **Netherlands:** Dutch foreign trade 1967, 2pp, (DIB 68-02-197); **Pakistan:** IDA loan to Pakistan for import of tractors, power tillers and pumps, 1p, (DIB 68-02-138); **Somali Republic:** Assembly of motor vehicles to begin in northern Somalia, 2pp, (DIB 68-02-210); **Spain:** Cotton—duty-free importation quota, 1p, (DIB 68-02-229).

Switzerland: Foreign trade in photographic equipment & supplies 1965 & 1966, 11pp, (DIB 68-02-105); **Switzerland:** Foreign trade in entertainment motion pictures 1965 and 1966, 5pp, (DIB 68-02-104); **Thailand:** Market data for motor maintenance and automotive repair trade, 16pp, (DIB 68-02-139); **United Kingdom:** Arguments for and against North Atlantic Free Trade Area, 5pp, (DIB 68-02-203); **USSR:** Trade aspects of Prime Minister Wilson's Moscow visit, 2pp, (DIB 68-02-127); **Uruguay:** Agricultural machinery and equipment and trade statistics, 7pp, (DIB 68-02-147); **West Germany:** Reaction of local automobile manufacturers to 7% excise levy, 2pp, (DIB 68-02-183); **West Germany:** Preliminary petroleum statistics for 1967, 3pp, (DIB 68-02-156); **West Germany:** Higher West German steel production in 1967—further rise expected in 1968, 2pp, (DIB 68-02-161); **Yugoslavia:** Macedonian Economic Chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

97717—Foreign Government Trade Promotion

Canada: Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174); **India:** Indo-Ceylon talks on tea export problems, 2pp, (DIB 68-02-090).

97719—Research & Development

Australia: Peanut Board is planning four-year development program, 1p, (DIB 68-02-227); **Australia:** Nitrogen fertilizer increases western Australian wheat yields, 2pp, (DIB 68-02-092); **Australia:** Research on new rice area, 1p, (DIB 68-02-078); **Denmark:** Developments in production of new glucose product, total sugar, 1p, (DIB 68-02-154); **Iceland:** Improvements in agriculture in 1967, 4pp, (DIB 68-02-123); **Italy:** Exploration and supply of uranium in Italy, 2pp, (DIB 68-02-136); **Japan:** Man-made animal feed, 2pp, (DIB 68-02-184); **Japan:** Photographic equipment and supplies 1965-66 and outlook 1967, 14pp, (DIB 68-02-128); **Malaysia:** Forestry—Sabah exports, 2pp, (DIB 68-02-159); **Rhodesia:** Fertilizer factory given go-ahead, 1p, (DIB 68-02-050); **Rhodesia:** New varieties of tobacco outyield older flue-cured type, 1p, (DIB 68-02-066); **Sweden:** Program for environmental pollution control—diesel exhaust gases, 7pp, (DIB 68-02-151); **West Germany:** Research on mine explosions, 3pp, (DIB 68-02-001).

97723—Financial Developments

Denmark: Agricultural Marketing Act 1967-68 and 1968-69, and other government financial assistance to agriculture, 8pp, (DIB 68-02-186); **Denmark:** EEC Common Fisheries Policy delayed—effect of devaluation on fishery trade, 3pp, (DIB 68-02-070); **Iceland:** Devaluation, assistance to freezing plants and tariff reduction, 3pp, (DIB 68-02-180); **Pakistan:** IDA loan to Pakistan for import of tractors, power tillers and pumps, 1p, (DIB 68-02-138); **United Kingdom:** U.K. banks merge, 2pp, (DIB 68-02-202); **West Germany:** Increase in Bundesbank credit line to Export Credit Corporation, 2pp, (DIB 68-02-205).

97725—Economic Planning

Australia: New nickel plant for western Australia, 3pp, (DIB 68-02-171); **Australia:** New South Wales Government to spend millions to improve irrigation, 1p, (DIB 68-02-160); **Australia:** Coal mining developments in Queensland, 5pp, (DIB 68-02-148);**Austria:** Electric power—nuclear power symposiums, 7pp, (DIB 68-02-125); **Belgium-Luxembourg:** Steel industry developments in 1967, 5pp, (DIB 68-02-173); **Belgium-Luxembourg:** Belgian market for gas cooking and heating appliances, 4pp, (DIB 68-02-150); **India:** Indo-Ceylon talks on tea export problems, 2pp, (DIB 68-02-090); **Indonesia:** Notes on Indonesia asphalt production, 2pp, (DIB 68-02-170); **Italy:** Exploration and supply of uranium in Italy, 2pp, (DIB 68-02-136); **Malaysia:** Economic developments in Sarawak 1967-68, 22pp, (DIB 68-02-009); **South Africa:** Fishing—award of Pilchard licenses, 6pp, (DIB 68-02-061); **United Kingdom:** Arguments for and against North Atlantic Free Trade Area, 5pp, (DIB 68-02-203); **USSR:** Introduction of economic reform in mining and processing of non-ferrous metal, 2pp, (DIB 68-02-175); **Yugoslavia:** Capital movements to underdeveloped areas, 3pp, (DIB 68-02-002).

97727—Agricultural Policy

Argentina: Wheat and corn situation, 2pp, (DIB 68-02-019); **Australia:** Honey—western Australian bee keepers seek federal subsidy, 2pp, (DIB 68-02-177); **Australia:** Farm machinery companies ease purchase terms

in response to drought, 1p, (DIB 68-02-236); **Australia:** Installment Death Tax may help save farms, 1p, (DIB 68-02-237); **Australia:** Graziers in New South Wales protest land tax increases—new tax rebate to stimulate exports, 3pp, (DIB 68-02-235); **Australia:** Nitrogen fertilizer increases western Australian wheat yields, 2pp, (DIB 68-02-092); **Australia:** Wool testing machines proving accurate, 1p, (DIB 68-02-098); **Australia:** New jute wool pack looks promising, 1p, (DIB 68-02-099); **Australia:** Poultry expansion may be controlled, 1p, (DIB 68-02-083); **Brazil:** Minimum support price for 1968-69 crop for northern and northeast regions of Brazil, 4pp, (DIB 68-02-262); **Chile:** Polled Hereford sale to Chile, 4pp, (DIB 68-02-033); **Chile:** Projections in demand for agricultural products, 3pp, (DIB 68-02-245); **Denmark:** Agricultural Marketing Act 1967-68 and 1968-69, and other government financial assistance to agriculture, 8pp, (DIB 68-02-186).

Ecuador: Coffee, 9pp, (DIB 68-02-185); **Egypt (UAR):** Wheat flour from East Europe and China, 1p, (DIB 68-02-013); **France:** Seeds, 1p, (DIB 68-02-015); **Gabon:** Cocoa industry, 6pp, (DIB 68-02-085); **Guatemala:** Grain and feed annual, 14pp, (DIB 68-02-010); **India:** Peanuts—production, exports, imports, prices, outlook, 15pp, (DIB 68-02-226); **India:** Indo-Ceylon talks on tea export problems, 2pp, (DIB 68-02-090); **India:** All-India first estimate of mesta acreage 1967-68, 1p, (DIB 68-02-073); **India:** All-India first estimate of cotton 1967-68, 1p, (DIB 68-02-075); **Iran:** Major aims of new Ministry of Agricultural Products and Consumer Goods, 4pp, (DIB 68-02-243); **Ireland:** Feed grain import allocations, 2pp, (DIB 68-02-023); **Ireland:** Wheat situation, 2pp, (DIB 68-02-022); **Malawi:** Devaluation of Malawi pound will help search for markets, 1p, (DIB 68-02-239); **Malawi:** New college to aid Malawi agriculture, 3pp, (DIB 68-02-240).

Malaysia: Economic developments in Sarawak 1967-68, 22pp, (DIB 68-02-009); **Mexico:** Livestock situation in northern Mexico, 6pp, (DIB 68-02-035); **Mozambique:** Agriculture in third economic development plan (1968-73), 4pp, (DIB 68-02-238); **Netherlands:** Agricultural policy, 2pp, (DIB 68-02-244); **Netherlands:** Impacts of EEC sugar regulations on Dutch sugar production, 4pp, (DIB 68-02-152); **Pakistan:** Communist China extends credit to Pakistan, 2pp, (DIB 68-02-242); **Rhodesia:** Husbandry branch formed, 1p, (DIB 68-02-241); **South Africa:** Outbreak of foot and mouth disease, 1p, (DIB 68-02-029); **Switzerland:** Rabies outbreak, 1p, (DIB 68-02-037); **Thailand:** Domestic tea compulsory purchases increased, 1p, (DIB 68-02-089); **United Kingdom:** Foot and mouth disease—statement by U.K. Minister of Agriculture, 2pp, (DIB 68-02-039); **United Kingdom:** Third estimate—cereals supplies and requirements 1967-68, 6pp, (DIB 68-02-094); **West Africa:** Peanuts—production, marketing situation, exports and prices, 2pp, (DIB 68-02-228); **Zambia:** Sugar scheme for local farmers, 1p, (DIB 68-02-072).

97729—Distribution Channels

Japan: Photographic equipment and supplies 1965-66 and outlook 1967, 14pp, (DIB 68-02-128).

97731—Pricing

Australia: Wool prices at high point for season, 1p, (DIB 68-02-220); **Belgium-Luxembourg:** Steel industry developments in 1967, 5pp, (DIB 68-02-173); **Belgium-Luxembourg:** Belgian market for gas cooking and heating appliances, 4pp, (DIB 68-02-150); **Brazil:** Corn export situation, 1p, (DIB 68-02-021); **Brazil:** Coffee Institute communique No. 2-68, issued Jan. 68, 2pp, (DIB 68-02-189); **Brazil:** Wool, 3pp, (DIB 68-02-221); **Brazil:** Coffee Institute resolutions, 5pp, (DIB 68-02-086); **Chile:** Increase in wheat prices, 3pp, (DIB 68-02-024); **Chile:** Fluid milk and dairy product prices, 4pp, (DIB 68-02-088); **Costa Rica:** Current coffee harvest, 4pp, (DIB 68-02-057); **El Salvador:** Cotton output down in 1967-68, 1p, (DIB 68-02-219); **Iceland:** Devaluation, assistance to freezing plants and tariff reduction, 3pp, (DIB 68-02-180).

India: Revised issue prices of imported grain from central stocks, 1p, (DIB 68-02-093); **Netherlands:** Impacts of EEC sugar regulations on Dutch sugar production, 4pp, (DIB 68-02-152); **Philippines:** Coconut production to be down in 1968, 2pp, (DIB 68-02-096); **Rhodesia:** Nitrogenous fertilizer plant to be constructed, 2pp, (DIB 68-02-135); **Sierra Leone:** Cocoa and coffee buying prices set by marketing board, 2pp, (DIB 68-02-218); **Spain:** Spanish wool industry agrees to maintain prices, 2pp, (DIB 68-02-233); **Thailand:** Rice—revision of customs export duty, 2pp, (DIB 68-02-048); **Thailand:** Rice—1968 calendar year support price, 2pp, (DIB 68-02-069); **Turkey:** Cotton prices and exports, 2pp, (DIB 68-02-047); **United Kingdom:** Bakery industry applies to raise bread prices, 3pp, (DIB 68-02-062); **West Africa:** Peanuts—production, marketing situation, exports and prices, 2pp, (DIB 68-02-228).

97735—Trade Negotiations, Treaties & Agreements

Angola: Minerals industries — developments and outlook, 6pp, (DIB 68-02-144); **Australia:** Export sugar rebate, 1p, (DIB 68-02-016); **Australia:** Hamersley signs new Japanese contract, 3pp, (DIB 68-02-172); **Belgium-Luxembourg:** Soviet proposal to increase crude oil exports to Belgium, 4pp, (DIB 68-02-140); **Burundi/Rwanda:** First tea crop, 1p, (DIB 68-02-091); **Canada:** Parliamentary debate on Presidential pipeline approval, 4pp, (DIB 68-02-174); **Denmark:** Developments in production of new glucose product total sugar, 1p, (DIB 68-02-154); **Ecuador:** Abaca—new export crop for Ecuador, 1p, (DIB 68-02-178); **India:** Indo-Ceylon talks on tea export problems, 2pp, (DIB 68-02-090); **Netherlands:** Impacts of EEC sugar regulations on Dutch sugar production, 4pp, (DIB 68-02-152); **United Kingdom:** Arguments for and against North Atlantic Free Trade Area, 5pp, (DIB 68-02-204); **United Kingdom:** London press article on grading problems for dried fruits, 2pp, (DIB 68-02-196).

97741—Documentation

Japan: Import requirements for room deodorants—statement of ingredients, 2pp, (DIB 68-02-137); **United Kingdom:** London press article on grading problems for dried fruits, 2pp, (DIB 68-02-196).

97743—Transportation & Insurance

Spain: Highway construction program, 7pp, (DIB 68-02-130); **Sweden:** Program for environmental pollution control—diesel exhaust gases, 7pp, (DIB 68-02-151); **Thailand:** Market data for motor maintenance and automotive repair, 16pp, (DIB 68-02-139); **United Kingdom:** British charter policy, 1p, (DIB 68-02-006); **United Kingdom:** BOAC 1967, 1p, (DIB 68-02-007); **United Kingdom:** Public transport and traffic, 3pp, (DIB 68-02-008); **West Germany:** Bundesrat welcomes Federal Transport Program (Leber Plan), 3pp, (DIB 68-02-134); **West Germany:** Bremen Senate welcomes Federal Transport Policy Program, 3pp, (DIB 68-02-126); **West Germany:** Hamburg Container Port, 6pp, (DIB 68-02-129).

97745—International Banking

Netherlands: Measures aimed at preventing foreign penetration of Dutch banking, 1p, (DIB 68-02-198).

98—U.S. TRADE

98801—U.S. Balance of Payments & Trade

West Germany: Reaction of local automobile manufacturers to 7% excise levy, 2pp, (DIB 68-02-183).

98803—U.S. Exports & Imports

Ceylon: Graphite export statistics, 3pp, (DIB 68-02-166); **Chile:** Polled Hereford sale to Chile, 4pp, (DIB 68-02-033); **Ecuador:** Abaca—new export crop for Ecuador, 1p, (DIB 68-02-178); **Honduras:** Lumber exports 1962-66, 1p, (DIB 68-02-055); **Ireland:** Beef exports, 3pp, (DIB 68-02-034); **Ireland:** Grain imports (third quarter 1967), 2pp, (DIB 68-02-027); **West Germany:** Turkey outlook, 2pp, (DIB 68-02-041); **West Germany:** Poultry imports, 2pp, (DIB 68-02-042); **West Germany:** Reaction of local automobile manufacturers to 7% excise levy, 2pp, (DIB 68-02-183).

98804—U.S. Market Shares

Ireland: Grain imports (third quarter 1967), 2pp, (DIB 68-02-027); **Ireland:** Beef exports, 3pp, (DIB 68-02-034); **Uruguay:** Agricultural machinery and equipment and trade statistics, 7pp, (DIB 68-02-147); **West Germany:** Poultry imports, 2pp, (DIB 68-02-042).

98805—U.S. Investment Abroad

Malta: Press comment on American investment, 3pp, (DIB 68-02-201); **Netherlands:** Introduction of Corfam in Netherlands shoe industry, 1p, (DIB 68-02-179); **South Africa:** Gold production declined, U.S. raise-boring machine promises lower costs, chamber of mines expands, 2pp, (DIB 68-02-162); **West Germany:** Bavarian pipelines and petroleum refineries reach normal operational levels, 3pp, (DIB 68-02-142).

98806—U.S. Licensing & Joint Ventures

Canada: Nova Scotia pulp ltd., 7pp, (DIB 68-02-211); **Ceylon:** Local firm begins assembly of jeeps, 3pp, (DIB 68-02-206); **West Germany:** Carbon black plant begins production, 2pp, (DIB 68-02-269); **Yugoslavia:** Macedonian economic chamber seeks expansion of trade with U.S., 3pp, (DIB 68-02-132).

"WORLD'S LARGEST MICROPHONE" dwarfs technical personnel from Scandinavian television networks (above) at Electro-Voice booth. Broadcasters use "shotgun" mike for long-distance pickup.

COMPANY REPRESENTATIVES were kept busy (above right and left) by over 4,000 visitors. Official of Jensen (below right) called the show a "tremendous opportunity" to meet the Scandinavian audio trade.

Audio attendance sets Stockholm mark

Big sounds vibrated through the U.S. Trade Center in Stockholm from Feb. 22-28, produced by 22 participants in AUDIO/USA, an exhibition of hi-fi, stereo and other audio equipment, components and accessories.

Show statistics were as pleasing as the music: the total attendance of 4,063 set a new Trade Center record; registered visitors numbered 1,358 from throughout Scandinavia; immediate "off-the-floor sales of almost $20,000 were made; and projected sales of $504,000 over the next 12-months are anticipated by 20 exhibitors reporting.

New or additional representation was sought by ten exhibitors, and five agreements had been signed, with 12 other agreements under negotiation, at the close of the show.

All of the exhibitors said they had either fully or partially achieved their primary purpose in participation.

One new-to-market firm, Delrama International of New York, signed one agent for Sweden and another for Finland, rang up over $3,300 in immediate sales, and expects at least $15,000 in additional sales as a result of the exhibition. The company's sales manager commented that the exhibition "provided an opportunity to meet with dealers and distributors, and it also gave them an equal opportunity to evaluate the various products on display."

The export manager of the Chicago-based Jensen Manufacturing Division of the Muter Co. concurred, saying that the exhibition was a "tremendous opportunity" to meet individuals from the Scandinavian audio business. While in Stockholm, he also signed up a Swedish distributor, has another agreement under negotiation, made $1,000 in immediate sales and estimates $10,000 in sales within the next 12 months.

The major success of AUDIO/USA was Harmon-Kardon, Inc. of Plainview Long Island, a new-to-market firm, that anticipates $200,000 in sales for their compact music system in Scandinavia as a direct result of the Trade Center exhibition.

An old-to-market firm, Elpa Marketing Industries of Garden City Park, New York, anticipates $30,000 in sales will be stimulated by the exhibition. The company's board chairman stated: "This exhibition will greatly benefit all members of our industry."

LARGEST EXHIBIT was AMF's Tuboscope (above left and right), a truck-mounted tube testing system designed for field testing of pipelines. The unit was brought into the Trade Center through the front window opening. Interested buyers from Germany and other European countries saw unit.

Test equipment finds buyers at Frankfurt

Materials testing machinery nets $140,000 sales for 19 U.S. firms

Nineteen U.S. firms booked immediate sales of $140,000 and predicted sales of an additional $1.1 million within the year as the U.S. Trade Center in Frankfurt staged an exhibition of materials testing equipment from Feb. 19-23.

Attendance totaled 912, with 899 of these registered as interested trade representatives. A large number of the German visitors attended the show on behalf of some of Germany's leading industrial firms and materials testing research institutions.

Fifteen percent or 130 of the registered trade visitors who attended the exhibit came from countries other than Germany. More than half of the non-German visitors came from France, including a group visit of 30 quality control engineers from such firms as Sud Aviation, Electricite de France, Thomson Houston, and others.

Exhibitors were highly pleased with the success of the exhibit as measured in terms of sales, future prospects, and by the excellent quality of those who visited their stands. The consensus of participants at show's end was that, while prices for most U.S. materials testing apparatus is high, its quality is more often the decisive factor for European buyers of such equipment. Two firms seeking German representatives reported continuing negotiations with 10 prospects.

ULTRASONIC IMMERSION TESTER (above) shown by Sperry Products division of Automation Industries was used to demonstrate testing of ballbearing wheels for buyers in attendance. German representative of Physitech, Inc. (below left) points out features of firm's optical displacement measurers.

HOSPITAL ADMINISTRATOR inspects Packard Instruments Co. liquid scintillation spectrometers (above). Packard sold $1,500 in equipment off-the-floor, predicted $70,000 in additional sales by next year.

ARTIFICIAL KIDNEY MACHINE by Travenol (above) attracted buyers to the tune of $25,000 at the show. Picker's implantable "Pacemakers" (below in left foreground) were among popular displays.

Largest medical show makes sales at Milan

Over 150 agencies under study as 52-company exhibiton closes

Billed as the largest overseas exhibition of U.S. medical equipment yet, a week-long show at the U.S. Trade Center in Milan, held Feb. 7-13, rang up immediate sales of $126,950 for the 52 U.S. manufacturers of advanced medical equipment represented at Milan.

Sales predictions for the next year totaled $3 million in expected new orders as a result of participation in the show.

A highlight of the show was a two-day visit by the noted U.S. heart surgeon, Dr. Michael DeBakey, who brought unprecedented press and television coverage to the Trade Center exhibition. DeBakey participated in technical conferences at the Center and spoke to a concurrent seminar sponsored by the Mario Negri Pharmacological Research Institute in Milan in coordination with the Trade Center.

New agents or distributors were sought in 18 countries by 25 of the companies in the show, and by the end of the show four agents had been appointed, with an additional 159 agreements pending.

Curvlite Surgical Products reported active negotiation under way for 27 agencies in 19 countries as the exhibition closed, and statements from other exhibitors showed extensive discussions taking place with potential distributors.

Travenol Laboratories International booked orders of $25,000 for its artificial kidney machines and blood diagnostic equipment during the show, and predicted that the company's several divisions would make an additional $240,000 in sales during the coming twelve months as a direct result of the display at the Milan exhibition.

Dallons Instruments introduced its new difibrillator to the Italian medical trade at the Trade Center show, and came away with $32,000 in off-the-floor sales and projections for another $100,000 in sales resulting from their display.

Extracorporeal Medical Specialties, Seattle Artificial Kidney Supply, and United States Surgical Corp. all reported three or four agents named or under consideration, and each predicted $100,000 in sales from the show.

Attendance topped 2,300, with well over 2,000 from the medical trade in Italy and other European countries.

Iran market surge due

New plan, calling for 9% annual growth, should create wider import opportunities

By DAVID POST
Commercial Attache, U.S. Embassy, Tehran

Iran is just concluding its Third Plan with the economy in high gear. The GNP growth rate in the Iranian year ending Mar. 20 is estimated at 9%. The rate for the previous year is believed to have been 9.4%, and the annual growth rate for the entire Third Plan period has clearly exceeded the target of 6%.

Thus, the economy appears to have entered a strong expansionist phase which most economists expect will continue for the foreseeable future. So confident, in fact, is the Government of Iran in the country's potential that it has prepared a Fourth Plan (five years) which calls for an average annual GNP rise of 9% and developmental spending of $10.8 billion over the five year period. Of this, public investment will be $6.4 billion (double that of the Third Plan). Private interests will be encouraged to supply the other $4.4 billion.

Chance for more U.S. sales

As the economy grows and industry and Government demands more sophisticated products for new installations, the U.S. competitive position should improve. U.S. investors and exporters can certainly strengthen their market shares under such conditions.

Under the Fourth Plan, there appear to be manifold opportunities for new exports to Iran of: metalworking and metal fabrication equipment, agricultural equipment and food processing equipment (particularly when large scale commercial farming gets started), hospital equipment and medical supplies, packaging equipment, audio-visual teaching aids, training aids, vocational training aids and educational systems, petrochemical industry equipment, paper and glass manufacturing equipment, electronics and telecommunications equipment, automotive manufacturing equipment, chemical production equipment, desalination equipment and possibly air and water purification equipment.

Sales opportunities will continue, of course, in product categories where U.S. firms are already well established, such as earthmoving equipment and spare parts.

Oil revenues will provide the sinew for the heavy public sector investment and will be supplemented by foreign credits and drawings from Treasury bills and the Central Bank. Domestic and foreign private investment will be encouraged to come in, attracted, hopefully, by heavy public investment in infrastructure, agriculture and education.

This is an ambitious plan, but the Government is determined to aim high and confident that the time is right for such a prodigious effort.

The expenditures to be made under the Fourth Plan in both the public and private areas offer outstanding opportunities to U.S. businessmen. Anyone expecting to do business in Iran in the next few years should be familiar with the Plan's aims and projected activities.

Of special interest is the Government's estimate that Iranian imports under the Plan could rise from their present level of just over $1 billion to $1.8 or $1.9 billion at the end of the five year period. This import surge will occur even though the Government is determined to reduce all imports not considered essential. The higher imports levels are expected to take place in the areas of foods, raw and semi-processed materials and capital-technical goods for industry, agriculture and the public sector. Fortunately, these are the very areas where U.S. products are most able to compete.

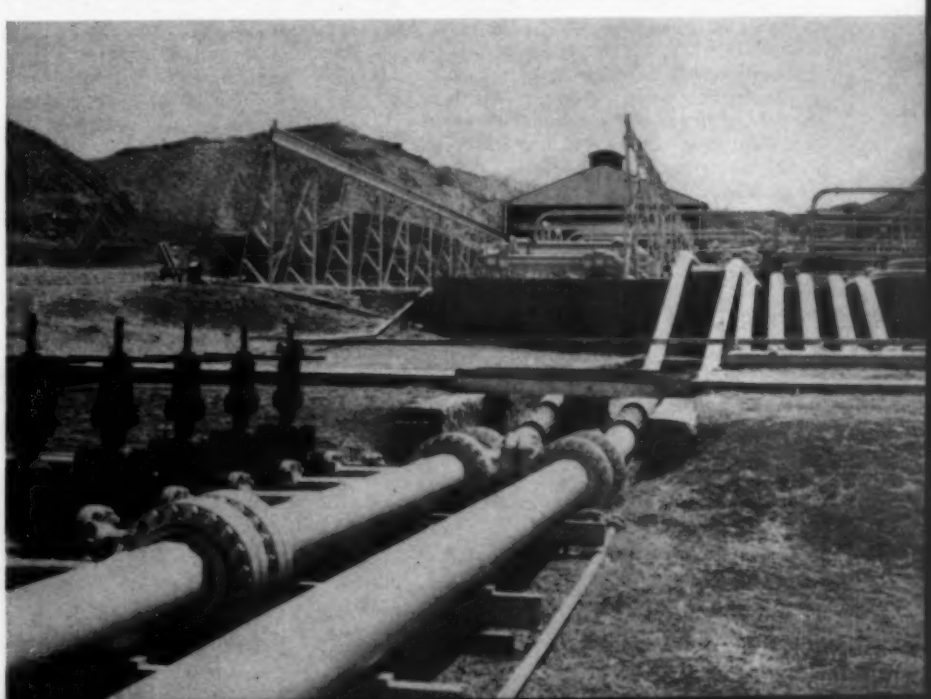
Biggest expenditure

The areas of heaviest expenditure under the Plan are: industries and mines ($1.3 billion); communications ($1,066 billion); agriculture and cattle breeding ($866 million); power ($506 million); water $467 million); and education ($466 million).

Industry and mining. The Government of Iran is either sole or part owner of a large number of industrial ventures in Iran. For many years, its participation was largely confined to such operations as sugar refineries, textile plants, cement plants and small canning plants.

More recently, it has taken steps to stimulate the creation of more prestigious industries such as a steel mill now being built at Isfahan, three petrochemical plants and an aluminum smelter underway in west central and southern Iran, and a complex of tractor and machine tool industries in northwest Iran. Public

IRAN'S FOURTH PLAN envisages 700-mile main gas pipe line to Russian border plus 300 miles of feeder lines, for which contracts are now being prepared. Below, production unit at Agha Jari.



MORE SOPHISTICATED PRODUCTS being demanded by Iran's growing economy will require increasing numbers of trained workers. This man is learning modern techniques at the Ministry of Road Mechanics Operating School.

funds under the Fourth Plan will be spent to finance these ventures as well as new ones which will be launched during the period.

Sales opportunities for U.S. firms will be excellent, particularly for those companies which participate as investors in the new industries.

The Government will spend considerable sums on mining surveys to determine the magnitude and location of its mineral resources. When the results are in, a determination will be made as to the type of exploitation to be permitted, whether by private firms, the Government, or a combination of the two. Iran is believed to be rich in copper, iron, coal, lead and zinc, and possibly bauxite and manganese. Mining machinery and supplies will be in demand when mineral exploitation begins.

Major effort

Gas pipe line. Associated with the steel mill project, and a major Fourth Plan effort, is the gas pipe line to Russia. This project envisages a 700-mile main line from the gas fields in southern Iran to the Russian border, plus 300 miles of gathering and offshoot lines which will supply gas to major Iranian cities along the route. Current cost estimates range in the area of $550 million.

Commitments have already been made for most of these funds, which will be spent for steel plate (to make pipe), imported pipe, pipe fabrication and pipe laying, and for engineering and construction services.

Moreover, the National Iranian Gas Co. recently sent out inquiries asking for bids on about $5 million worth of transportation equipment (trucks, passenger cars, mobile field kitchens) and other such orders can be expected in the future.

Contracts for the engineering and construction of the feeder pipe lines are now being prepared.

Communications. The Government of Iran recognizes the need to improve its basic communications network. Large expenditures will be made for new road, rail, port, airport and telecommunication facilities. Of particular interest in this area is a plan to build and modernize 14 airports, furnishing them with longer runways, modern lighting installations and the latest aircraft guidance equipment. Also in the planning stage is a project to build an entirely new airport for Tehran capable of handling the new supersonic jets.

Strangely, U.S. industry has been extremely hesitant thus far in getting in on these multi-hundred million dollar possibilities. Other communications projects were extensively discussed in the Embassy's recent Economic Trends Report which is available in the Department of Commerce and its Field Offices. Copies can also be ordered for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information,U.S. Dept. of Commerce, Springfield, Va. 22151.

Agriculture and Cattle Breeding. The Government's Fourth Plan funds for this area will be used, in the main, to finance the Agricultural Credits and Rural Development Bank of Iran, to create a new Agricultural Development Fund designed to promote large scale commercial farming in Iran, to finance the growth of the cooperative movement, and to foster the creation of new agricultural societies (cooperative farming of designated areas by individual farm owners).

The Government also plans to participate financially in large scale commercial farming on a joint venture basis. One specific plan which will have government backing is a consortium arrangement to grow oil seeds, set up crushing plants and packaging plants, produce animal feeds and tie it all in with cattle breeding.

There are distinct opportunities in the agricultural development program for the sales of agricultural equipment of all kinds, food processing and cold storage equipment, seeds, herbicides, fungicides, fertilizers, and similar items.

The accompanying evaluation of market prospects for U.S. products in Iran, together with a review—in the Mar. 4 issue of International Commerce—of the country's economic trends, provide the U.S. exporter an overall appraisal of Iranian trade and development.

Water and Power. In these two areas, where the Iranian Government intends to spend about $1 billion, the plans are vast and too detailed to be outlined here. Generally, the Government will finance the construction of a series of multi-purpose dams in various sections of the country to provide hydro-electric power and irrigation water to large areas.

Also on the boards are plans to build thermal power plants, plans to develop the country's underground water resources and plans to build desalination plants along the Persian Gulf littoral. Transmission lines are to be built to all major urban centers and many smaller towns. Many of the projects envisaged were started in the Third Plan; Fourth Plan funds will carry them to completion.

In this area the opportunities for sales of turbines, generators, pumping equipment, water desalination equipment, control systems and the vast array of goods needed for dam construction and power transmission are manifold.

Representation urged

Expenditures for imports needed to execute these programs will be made by Government Ministries or entities created for the purpose. U.S. firms desiring to participate through tenders or negotiated contracts should arrange for representation in Iran so that announcements of import requirements or bid submissions can be received and acted upon promptly.

The Fourth Plan will require extensive foreign borrowing on the part of the Government of Iran. Estimates range as high as $2 billion during the five-year period.

Iranian trade

(in millions of $)

	Year Ending Mar. 20, 1967	Mar. 21 Sept. 23
Total imports	$ 982	$534
Imports from U.S.	194	101
Total exports	1,385	901
Exports to U.S.	91	37

This means that many supply contracts will be let not only on the quality and price of the equipment to be provided but also on the credit terms being offered.

It is obvious that competition for contracts under this massive spending program will be intense. U.S. firms, to be successful, therefore, will in many cases, not only have to offer better products and services than the competition but more liberal credit terms as well. In the past the more successful firms have been those able to present package deals combining both product and financing.

U.S. firms are also advised to keep in close touch with the Departments of State and Commerce for information on the specific projects to be financed. Details will be reported as they become available.

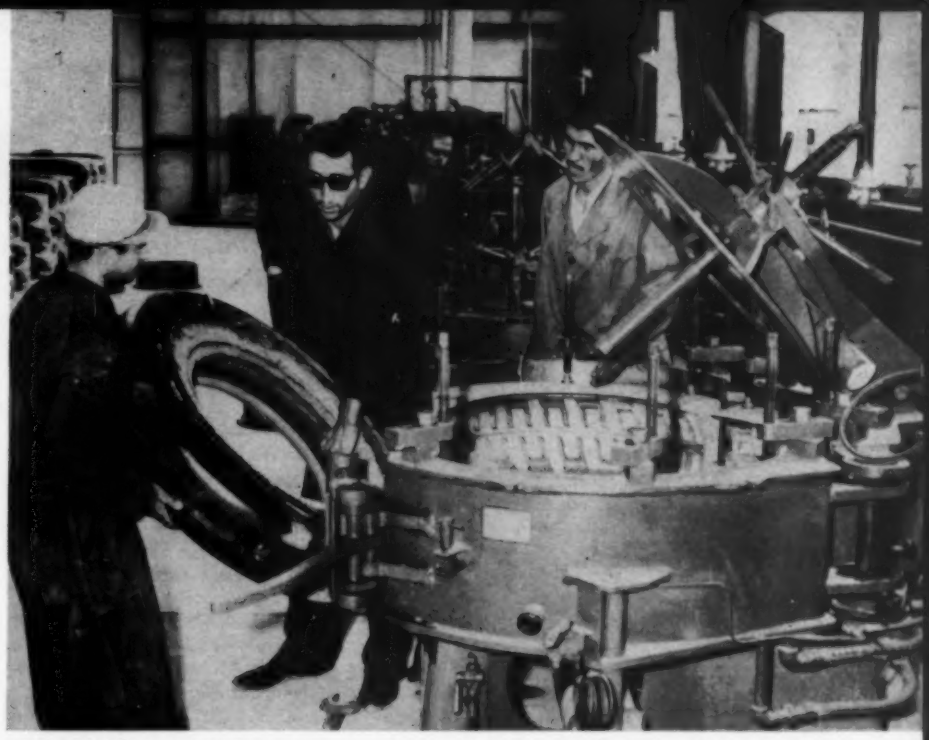
Private buyers

The opportunities for sales of U.S. capital goods and raw materials to private business in Iran will be increasingly found in the heavier industries that are being or will be created as the economy becomes more sophisticated and complex. The trend toward a wider and deeper industrial base is unmistakeable and is being vigorously stimulated by the Government.

The most obvious manifestation of the changing industrial scene in Iran is the multi-phase development of the previously mentioned steel mill at Isfahan, the three petrochemical plants in southern Iran, and the aluminum smelter in south central Iran. These industries represent Iran's first ventures into what can be called foundation or core industries, which are envisioned as poles around which ancillary industries will spring up. Thus the steel mill should foster rolling mills, metal fabricating plants, and plants to make special steel shapes; the petrochemical plants should lead to factories to produce plastics, synthetic rubbers, synthetic fibers, and chemical intermediaries for export; and the aluminum smelter will create a need for factories to make aluminum building materials, household wares and similar items.

Both the core industries and their satellites will need to import increasing amounts of such things as specialized steel equipment, steel alloys, control regulating devices, precision instruments and more sophisticated capital equipment as the industrialization process fans out and diversifies.

The Government is attempting to set up one of its new industrial poles in the region of Azerbaijan in northwest Iran. An agreement with Czechoslovakia has been reached for a machine tool plant; with Romania for a factory to produce agricultural tractors of up to 65 hp.; and with Leyland Motors and W. H. Dorman of Great Britain and Mercedes Benz of Germany for installations to produce stationary diesel engines.



IRAN'S ECONOMIC EXPANSION requires new local supplier companies for motor vehicle industries. Other industries are also expected to create needs for new firms. Above, workers recap tires.

These new industries, when completed, are expected to foster the creation of other manufacturing facilities in that region, both to supply the core industries with their needs and also to use their output for the manufacture of goods for the Iranian market.

Other new industries which Iran would like to see take hold (and which it is promoting), are glass (a new sheet glass factory with U.S. investment participation is nearing production at Ghazvin), synthetic fibers (to enable Iran's traditional rayon, cotton and wool textile firms to produce the newest fabrics), paper (a new paper mill to produce carton fillers and corrugated paper is being built at Haft Tapeh in Khuzistan Province), chemicals (to provide raw materials for the well-established pharmaceutical industry and other chemical users), and heavy electrical goods (primarily to provide turbines, generators, circuit breakers and related equipment for the many new hydroelectric and thermal power plants to be constructed under the Fourth Plan).

Finally, Iran's industrial expansion requires the establishment of numerous new local supplier companies to provide component parts for Iran's burgeoning motor vehicles, television, radio and household appliance industries. Such things as seat frames and springs, fabrics for interiors, dashboard assemblies, tires and electrical wiring systems for cars and trucks; plastic interiors, shelving, wiring, body panels (from imported sheet steel), cabinetry, electronic tubes and many other items for TV, radios, stoves, refrigerators and air coolers are now being produced in Iran.

Local components are rapidly reaching the 40-50% level of the finished product. Component supply firms are expanding and becoming more firmly established and they are becoming better customers for the imported tools, machines and supplies needed to fabricate the components.

The Government of Iran is trying to cut back on imports of consumer goods. However, there are always opportunities for certain high quality special types of consumer items, and in such products U.S. firms are generally quite able to match any foreign competition. U.S. firms will have to study the market closely, however, to determine whether their particular consumer products can be imported, and if so, whether the high duties and commercial profits taxes which usually apply to consumer products will enable them to be sold profitably in the price-conscious Iranian market.

U.S. products are generally well-liked in Iran and respected for their high quality. Many Iranians have lived in the United States and have returned to Iran with a good knowledge of the products produced there. Thus, in most cases, if a U.S. product fills a need and is acceptably priced, it will be given a trial.

Ivory Coast still in uptrend

November trade mission will study U.S. trade, investment outlook in growing market

By PETER F. FROST
Commercial Officer,
U.S. Embassy, Abidjan

Since its independence in 1960 Ivory Coast has enjoyed a high rate of growth and prosperity which is generally expected to continue. In 1966 Ivory Coast's Gross Domestic Product reached a total of almost $1.1 billion, and its per capita income of $210 is one of the highest in tropical Africa.

While Ivory Coast bought $20.1 million worth of goods from the U.S. in 1966, its sales to us were valued at $53.1 million. The U.S. trade deficit with Ivory Coast was thus $33 million. When all the figures are in, 1967 U.S. sales to Ivory Coast will probably not prove to have been as large as they were in 1966, as the latter totals were inflated by the sale of a commercial jet aircraft to be Abidjan-based, multi-national airline Air Afrique.

If six month trends were sustained however, they may have exceeded the $16.6 million figure reached in the boom year of 1964.

Ivory Coast's sales to the U.S. were also down somewhat for the first six months of 1967. If this trend was also sustained, the U.S. trade deficit with Ivory Coast for 1967 may have been in the neighborhood of $35 million.

Faced with a large trade deficit, the United States is trying to improve its commercial relations with Ivory Coast.

As the productive base of the Ivorian economy expands, the authorities appear to seek also to broaden the country's import sources.

EEC competition

A number of potential suppliers, notably the United States, are faced with the already-mentioned tariff competition from the EEC, which makes it difficult to compete in many product lines where otherwise they are fully competitive. Tariff discrimination likewise penalizes the Ivorian consumer by restricting his sources of supply.

Yet, since some of the countries suffering from this tariff discrimination—again notably the U.S.—are among the best customers for Ivory Coast products, the problem is one that the Ivorian Government clearly cannot ignore.

The Ivorian Government has offered on its own initiative to reduce tariffs. Tariff reductions would be a boon to the United States export promotion campaign. While the Ivory Coast Government has yet to introduce the promised reductions, early action is hoped for.

The Government has recently taken certain other actions which will smooth the course of trade. Foreign exchange licensing was abolished last July, and with it went a time consuming stumbling block to increased trade. Imports from the United States must still be licensed, however, and must still compete with those from all other non-EEC countries for a share of the global import quota.

The Government has also taken action to assure greater flexibility in the distribution of quota shares among local importing houses, which can be expected to help new import houses obtain more licenses and help expansion of new product lines.

Quality and cost considerations make some American products such as air-conditioners, heavy treaded tractors, other construction equipment and paper-board competitive on the Ivorian market. U.S. exporters who are willing to devote the necessary effort to establish and guide strong, active distributorships and more actively publicize their products should be able to create a much stronger demand for a number of U.S. products, including such consumer products as canned and frozen foods and household goods and appliances.

There should also be potential demand for a considerable range of light industrial machinery, such as food processing equipment, electric power tools and sawmill and woodworking equipment.

For such of these items as may be included in any future tariff reductions, the opportunities will, of course, be much improved.

Consideration should also be given to the export possibilities of the following products which are now exempt from customs duties: walking tractors; hand tools for agriculture, horticulture and forestry use; machinery for the preparation and harvesting of agricultural products; and machines and apparatus for agriculture.

The Ivory Coast has just been granted an Export-Import Bank Loan for $36.5 million to cover part of the cost of a large hydroelectric complex to be built at Kossou on the Bandama River. The loan is tied to procurement of American goods and services for the project, for which Kaiser Engineers & Constructors Inc., 300 Lakeside Dr., Oakland, Cal. or B.P. 2790, Abidjan, Ivory Coast, has been the consultant to the Ivory Coast Government. Invitations to bid on equipment for the project probably will go out in 1969.

Although the long-term results should be worth it, selling in Ivory Coast perhaps takes more effort than is required in Europe and Latin America. An exporter wishing to overcome long-standing buying patterns must use French, as only the rare local business firm is able to handle English and translation services are expensive. English language literature on an unknown product will receive little, if any, attention.

If at all possible, prices would be quoted c.i.f. Abidjan, or, failing that, U.S. inland freight charges to a suitable port should be stated as well as the ex factory price. While Ivorian merchants can obtain information on ocean freight charges locally, they usually have no means of obtaining information on U.S. inland freight rates.

Medium-size is best

In selecting a distributor, U.S. exporters should give strong consideration to a medium-size house, as the large French trading companies are often too busy to devote much time to developing a new product. The several Ivorian-controlled trading companies which have recently been established show much promise for the future.

Companies wishing to establish direct personal contact with local firms already well disposed toward handling American lines might try timing their visits to Abidjan to coincide with the monthly luncheon-meeting of the American Business Club of Ivory Coast. Meeting on the second Thursday of each month at the Hotel Ivoire, the Club now numbers about 30 member firms and is currently actively seeking to increase its membership. It includes many representatives of local French firms importing American product lines.

The American Business Club of Ivory Coast has recently agreed to sponsor an

American Commercial Week at Abidjan's Hotel Ivoire from Nov. 18-24. Member firms will exhibit American products already on hand and, in addition, have been asked to write to their principals to urge them to help underwrite really eye-catching exhibits. Firms not presently represented in Ivory Coast, but seeking representation, may also show their products at the exhibition.

For further information, interested firms should write the Secretary, American Business Club of Ivory Coast, B.P. 20740, Abidjan, Ivory Coast. Both indoor and outdoor exhibit space is available at very reasonable prices.

Another excellent chance to investigate Ivory Coast's promising export market and its many investment opportunities will be provided by the U.S. Commerce Department Trade and Investment Mission, which is now scheduled to visit Ivory Coast from Nov. 3-16, after having spent two weeks in Cameroon.

Combined with the Mission's activities will be a sample display showing products in the categories in which the Mission will specialize. Further details can be obtained by writing to U.S. Trade and Investment Mission to Ivory Coast and Cameroon, BIC-926, Dept. of Commerce, Washington, D.C. 20230.

Ivory Coast has had a consistently favorable balance of trade. In 1966 total exports reached $312.9 million, as against imports of $259.6 million, for an overall surplus of $53.3 million.

Despite a shortfall in exports of coffee, figures for the first nine months of 1967 showed exports of $236 million and imports of $196.2 million, for a positive trade balance of $39.8 million, against $21.9 million for the same period in 1966.

Prospects for 1968 are good. The vastly improved coffee crop should increase Ivory Coast's export earnings and pump additional purchasing power into the economy. These excellent prospects have resulted in a general feeling of optimism in banking, industrial and commercial circles.

Ivory Coast, with its liberal laws covering investments and repatriation of earnings, actively seeks foreign capital. Special attention is being given to increasing the processing and transformation of local agricultural, forestry and fish products. The Government also encourages the establishment of industries for the processing and assembling of imported materials.

Union Carbide has been actively discussing with the Government a project to build a dry cell plant. Discussion are being held, or work actually begun, on such other projects as steel manufactured from imported scrap, cotton wax-print manufacture, cotton print manufacture, paper manufacture and the blending of lubricating oils (Texaco).

Studies find potential

Studies have indicated that opportunities might exist for the manufacture or assembly of hardware and hand tools, kerosene lanterns, bottle glass, fish nets, automobile tires, ceramicware, certain auto parts, refrigerators and air conditioners.

While the Ivory Coast market may be too small by itself to justify setting up manufacturing facilities for many products, it is a member of the West African Customs Union (UDEAO) and goods manufactured locally should increasingly have access at favorable terms to the markets of Mauritania, Senegal, Mali, Upper Volta, Niger and Dahomey. These countries had a population of more than 22 million in 1964 and have an average rate of increase of 3.2%. The long-run potential of this market should not be discounted.

Establishing a business in Ivory Coast also puts a firm within the EEC preferential area.

A recent survey of expectations among the members of the business community showed that industrialists as a whole foresaw a clearly expansionist production climate for the end of 1967 and the beginning of 1968. More important from the point of view of trade, most commercial houses also foresaw improved sales for the last quarter of 1967 and into the new year. Deliveries (mostly imports) are expected in general to be on the rise.

Its "Development Law-Plan for 1967-70" calls for the Ivory Coast Government to spend some $473 million in public investment. This includes $117 million for agricultural development (crop production, sub-soil and forests, livestock and fisheries) and $167 million on economic infrastructure (including roads, bridges, ferries, port and lagoon water-ways, aerodromes, water supply, electricity, telecommunications and railways).

Many of these projects ought to provide opportunities for the sale of American equipment and services.

Ivory Coast is an associate of the EEC and thus gives preferential tariff treatment to products coming from EEC countries. No tariffs are levied on EEC products, although other taxes on imports are charged. Goods coming from the United States are subject to the customs tariff as well as all other import taxes.

While France is traditionally Ivory Coast's top supplier, West Germany, Italy and the Benelux countries are showing increasing interest in the Ivory Coast market, and with their present preferential advantage can be expected to give strong competition to American goods.

Compounding the problem of competing in such a market is the Ivorian economy's orientation toward France. Ivorians, the large resident French community, and French-controlled industrial and commercial enterprises are quite naturally inclined to turn to French sources of supply through long familiarity with their products and ways of doing business. Local French enterprises also have in their favor large parts inventories and prompt after-sales service.

A large French trade exhibition held in Abidjan in February, which attracted scores of exhibitors and high-level representation from France, would seem to indicate that the French do not intend to rest on their laurels but rather seek to expand their own sales to the West African market.

LARGE TRADE DEFICIT has led to U.S. efforts to broaden commercial contacts in the fast-growing Ivory Coast market. Below, tropical hardwood, second most valuable export, awaits shipment.

Philippine economy in strong upswing, but population growth, payments problem cloud outlook

Nation may be self-sufficient in rice for first time in this century; development-related goods have best import chance

Philippine economic growth increased considerably during 1967. The preliminary estimate of real growth in gross national product (GNP) was 5.6% in 1967, compared to 4.2% the year before.

Per capita GNP growth increased from .7% to about 2% according to the latest Economic Trends Report submitted by the U.S. Embassy in Manila. This year the growth rate may rise a bit more, but will still be short of the plan target of 6.2% in real terms.

Given its wealth of natural and human resources, the longer-term prospects of the Phillippines are favorable. Even greater emphasis on capital development is needed.

Development related imports such as machinery and transport equipment from the United States should continue to meet strong demand, although increases in imports will not be as large as they were last year.

The market for U.S. cereal grains and raw cotton should also be good. The future growth of U.S. exports to the Philippines, however, will depend primarily on Philippine economic development, because of foreign competition and a trend toward further diversification of sources for import requirements.

Payments from U.S., Japan

U.S. expenditures for goods and services in the Philippines during 1967 by the military were about $155 million. Other U.S. expenditures and transfer payments were in excess of $55 million, and Japanese reparations were about $25 million in the first half of 1967 alone. These items were a major boost to the otherwise difficult balance of payments.

Rising demand for consumption and investment, both government and private, has caused some price inflation and severe balance of payments problems. There is some hope, however, that those pressures will gradually ease over the next year. Any substantial further improvement in performance, however, depends on increased domestic and foreign investment, which so far is not clearly in prospect.

The increase in the rate of growth of GNP recorded last year was much welcomed and can be taken as evidence that economic policies are properly directed. Mining and construction growth led the various industries, scoring 9.4 and 10.7% growth in real terms, respectively. Both those sectors, however, are relatively small contributors to national product.

Growth in the more significant areas such as agriculture, services, and manufacturing was between 5 and 5.5%.

Faced with population increases estimated at 3.2% or even more, the rate of growth was still not enough to make any significant difference in general welfare. Rising population, the resulting need for more goods and services, and the increasing problems of supplying them, are the most urgent difficulties facing the Philippines today.

Current prospects for slight improvement in the rate of growth do seem to exist, and the Philippines unquestionably possesses the resources and the trained manpower to greatly improve general welfare and support a much larger population too.

Better use and higher levels of investment, increased taxes and spending for social overhead capital will be necessary to reach the growth rates which are needed in the Philippines, and which the experience of neighboring countries shows can be achieved.

Agriculture, fishing and forestry, which accounts for about 32% of net national product, grew at the respectable rate of 5.1% in real terms in 1967. While in part attributable to a sharp increase in production and exports of logs and lumber, Government programs in food production, especially rice and corn, appear to have had good effect.

Rice is the first part of the Marcos Administration "rice and roads" program and its increased production has been a top economic priority. Increases in rice production have been achieved, and there is potential for even greater gains.

In the 1967-68 crop year, rice production rose about 4%, not much more than the rate of population growth, but more than the increases of earlier years. With the importation of about 175,000 metric tons of rice last year, stocks may be adequate to last through 1968. However, carryover stocks will be relatively low, and therefore the Rice and Corn Administration may have to purchase some foreign rice.

At the same time, temporary and local surpluses in the Philippines might result in rice exports, putting the Philippines in the apparently strange but actually not unusual position of being both a rice importer and exporter.

Complete rice self-sufficiency in the 1968-69 crop year (July 1 to June 30) will require an increase in production of about 12%, or about three times the 4% growth rate of 1967 which, except for typhoon damage, would have been 8%. Necessary inputs of improved seed, fertilizer, and insecticides are available in many areas.

Self-sufficiency is entirely possible and, if achieved, would alter the pattern of rice imports which has been unchanged throughout this century. Some observers even expect a pattern of regular rice exports to begin in 1969.

Restraints on imports

In order to alleviate balance of payments problems, the Central Bank has been enforcing a number of restraints on credit and imports since June 1967. The tightening of credit is unlikely to be reversed and will continue to inhibit some business activity.

The Government sector has also been a strong competitor for available credit, both directly and through Government financial institutions. Government credit has been used to finance infrastructure development and rice and corn production.

Increase in the money supply was more rapid than usual in the latter part of 1967, and price inflation could become more serious as a consequence. However, during the last twelve months, consumer price indexes for Manila and environs have shown advances of only about 6%, much less than had been expected.

At the same time, it has been enough to cancel out industrial money wage increases, leaving real wages at nearly the same levels they have been at for some years.

A new tax program, consisting of some new measures and some previously recommended to Congress, is now being

given serious consideration by legislators. Hopes that tax increases might produce more than one billion pesos in additional revenue are probably too optimistic, but many observers expect Congress to approve increases which could generate as much as 500 million pesos.

Among those proposals which are given the best chance are increases in personal and corporate income taxes, increases in specific taxes on fuel, alcoholic beverages, and privilege taxes on cockpits and nightclubs.

The increased receipts are necessary to finance public works and improved government services without generating excessive inflationary pressures. Estimates that price inflation will not become more serious assume that tax increases will be approved and put into effect in 1968.

Moderate increase

The Philippine budget for fiscal 1968 (ending June 30, 1969) calls for expenditures of slightly more than three billion pesos, up about 300 million pesos from this year. Considering the country's needs, that increase is moderate.

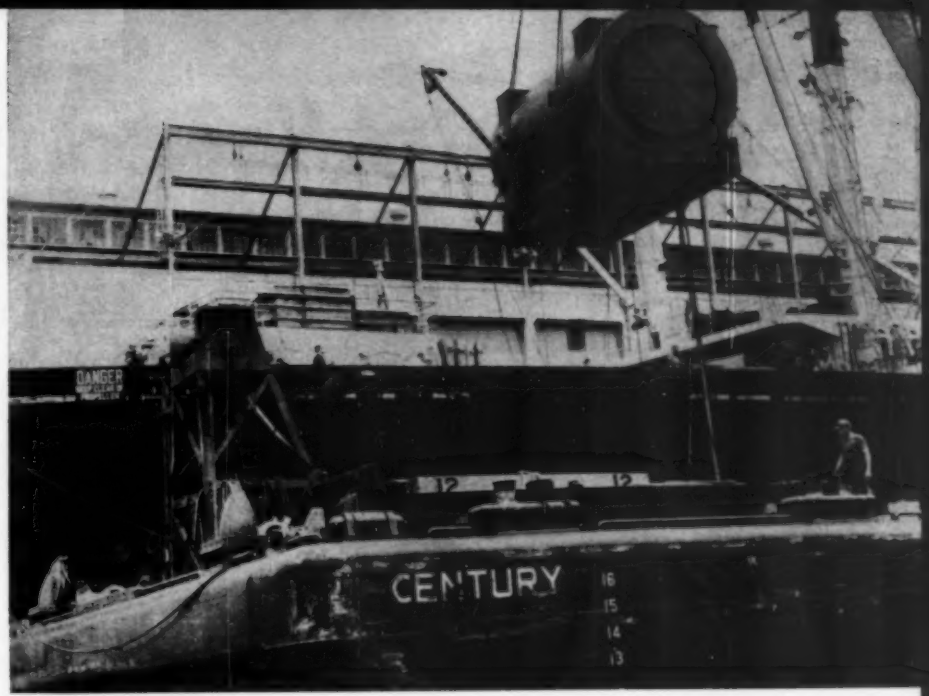
Inflationary and balance of payments pressures make higher revenues essential to the development program.

Spending for roads, bridges, communications, schools and other badly needed public works will be about 580 million pesos in fiscal 1968, with a like amount budgeted for 1969. Marked results in public works have been achieved during the last two years, not only in the Manila area but also in the provinces. These programs, however, only begin to meet needs which were inadequately treated in previous years.

A combination of factors put heavy pressure on the peso during 1967. Shortfalls in exports because of bad weather, an increase in imports in the neighborhood of 30%, capital outflows, and a general lack of confidence in the strength of the peso in foreign exchange markets all played a part. This situation was met by a series of credit and import restraints reluctantly applied.

Tighter credit, however, seemed to have only limited effect as imports continued to rise. The large volume of letters of credit now outstanding suggests that imports cannot be expected to decline. On the other hand, there are hopes that exports will recover and that imports will increase less than they did in 1967, or at a rate of about 10%.

In the last year the total short-term foreign debt increased considerably as more foreign exchange was needed to maintain international payments balance. Problems of foreign debt management, never particularly easy, have thus been further complicated.



IMPORTS THAT AID DEVELOPMENT should continue to find a strong market in the Philippines, despite recent restraints on credit and imports. This is the largest generator-stator ever ordered for installation in the Philippines. The GE unit is scheduled to be operational by mid-year.

The total foreign debt of about $600 million is not large, but almost half of it is short-term and must be refinanced at frequent intervals. The Central Bank is now arranging to convert part of its short-term obligations to medium term.

If the negotiations are successful, debt management problems would be reduced and the position of the Central Bank strengthened.

The tendency to invest abroad or otherwise transfer assets outside of the Philippines, which has added to balance of payments problems, may be dampened by the enactment of a proposed tax of 15% on the value of foreign property, stocks, and real estate acquired by Philippine citizens and residents. Capital outflow has long been a problem, and recent pressures on the peso have not made it any easier.

Imports restrained

Tight credit and other restraints will probably hold down import expansion this year.

Exports, which have risen every year since 1961 except last year, will probably be no worse and may improve, especially by the end of the year when coconut production should begin to recover from typhoon damage inflicted last November. Exports of sugar and molasses should be steady, and the market for logs and lumber could also improve. Mineral exports, although relatively less important than those of other commodities, will increase.

Should rice imports prove unnecessary, an important deficit item on the trade balance would be eliminated.

Although the rate of economic growth has increased, it is not fast enough yet to improve popular welfare as fast as desired by the Philippine Administration. The economic growth rate of 5.6% in constant prices last year was better than the year before, but per capita growth is still much less because of the rapidly increasing population and real wages are not rising.

Investment outlook cloudy

Increased investment, the key to higher growth rates, will be difficult to accomplish over the short run. Although resources and opportunities are not lacking, uncertainties about the conditions facing foreign investors and the foreign exchange value of the peso, inadequate social overhead capital and economic infrastructure, and problems inhibiting the most productive uses of capital combine to hold down investment.

The deficit in foreign trade was unusually large last year, but should not be so great in the near future. Short-term credits were utilized to finance imports and support the peso but, if the trade and payments situation improves as hoped for, short-term credit needs will decline. In the meantime, the Philippines will have a problem in paying off or refinancing past short-term loans.

Canada rally continues

Price increases cancel out much of gains from strong rise in industrial output

The upturn in Canadian industrial output which sparked an economic rally toward the end of 1967 is continuing into 1968. The gross national product (GNP) is expected to rise about 7-7½% this year, but only 3½% will represent real growth, according to the latest Economic Trends Report submitted by the U.S. Embassy in Ottawa.

This projection assumes a continuing heavy demand for exports (up 10%) resulting from an economic resurgence in the United States.

Canadian demand for most agricultural products imported from the United States is likely to continue strong. Consumer and manufacturer demand for tropical items—such as fresh citrus fruits, citrus products, nuts, peanuts, winter vegetables, and raw cotton, is increasing. Imports from other sources are not increasing, except winter vegetables from Mexico.

Many crops grown in Canada are in smaller supply this year, resulting in increased domestic demand. The United States is the main source of many supplementary supplies, including corn, soybeans, potatoes, pork, top grade beef, and fresh fruits and vegetables seasonally.

The Canadian market for U.S. farm exports should continue to expand. Because of recent increased imports from the U.S., the Canadian Government is currently keeping close watch on potato imports from the U.S. The Canadian Tariff Board has scheduled hearings on imports of tomatoes and cucumbers which come from Mexico and the United States.

For 1968, overseas auto makers plan to increase their advertising efforts in Canada to enlarge their share of the Canadian market to 10% from the 8% share achieved in 1967. Much of the extra advertising will come from the Japanese auto industry, which has made significant inroads in the Canadian market. The main advertising efforts will be in the Toyota, Corolla and Corona autos. Plans also include a national magazine campaign to introduce a higher-priced sedan model.

The Canadian plastics industry is watching carefully a breakthrough in the United States which is expected to have a major effect on the use of plastic in food packaging in Canada. The U.S. development involves the use of certain tin stabilizers in food packaging made of polyvinyl chloride (PVC).

The Canadian subsidiary (M & T Products of Canada Ltd.) of the American Can Company, which developed the stabilizer, is hopeful that the Food & Drug Directorate will approve its use in Canada. Such approval, according to industry spokesmen, would open immense markets in Canada for plastic which are now held by glass. The stabilizer is revolutionary in that it enables plastics manufacturers to produce for the first time a glass-clear PVC bottle acceptable to the food industry.

Consumer spending is expected to exceed $37 billion this year according to a recent market survey. Consumers are in a better financial position to step up their buying as a result of recent wage boosts, a rise in the number of working wives, and a substantial accumulation of savings. Also a rapidly growing young adult population and a continuing inflow of immigrants is adding new demand for automobiles, clothing, household furnishings, appliances and other consumer goods.

Consumer interviews in Canada in late 1967 revealed buying plans for the first six months of 1968 as: 11.2% are planning car purchases; appliance purchase plans are modestly higher in early 1968 than early 1967; more consumers plan to buy refrigerators, washing machines, TV's, dryers, freezers, vacuum cleaners, and stoves than last year; furniture buying plans are up from a year ago; and home repair expenditures down.

The textile industry is expecting sales increases of between 3 and 10% in 1968. The Canadian Textiles Institute reports that Canada's growing younger population will continue to create an increasing demand for clothing and household textiles. The Institute also expects increasing demand for the new textiles, especially those for casual wear.

Most significant to U.S.

Perhaps the most significant measure of the industrial market potential for U.S. exporters to Canada is the capital spending rate. Capital outlays for all sectors of the economy are expected to rise nearly 4% to $9.6 billion in 1968, according to the Prudential Life Insurance Economic Forecast. Higher prices are expected to account for most of the projected increase in capital spending.

The areas of weakness in capital spending, according to Prudential, include the automotive industry where investment resulting from the auto agreement largely has taken place; the paper industry which suffers from overcapacity; and farm equipment, which is now feeling the impact of declining wheat exports.

Major support for capital spending in 1968 is expected to come from institutional spending, communications and utilities, the Churchill Falls power project, and oil and gas pipeline construction.

Government spending is expected to increase 8% while business capital outlays may decline 5%. Consumption should increase by 7%, partly as a result of a rise

Special exemption

The United States has exempted Canada from the provisions of its recently-instituted balance of payments program. The exemption from the program, which is administered by the Department of Commerce and the Federal Reserve Board, was announced in an exchange of letters between Treasury Secretary Fowler and Canadian Finance Minister Sharp. (For details, see story on page 4.)

Secretary Fowler emphasized the unique nature of the financial relations between Canada and the United States. He noted that this special relationship had included Canadian exemption from the interest equalization tax of all commercial bank lending to Canada regardless of the maturities, and the granting of a priority under the Federal Reserve guidelines for Canadian borrowers.

The latest in the series of Organization for Economic Cooperation and Development studies of national economies, due for Mar. 18 release, deals with Canada and also emphasizes the complementary nature of the U.S. and Canadian markets. Copies of the report can be ordered from: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006. Price: 80¢.

in housing expenditures and high savings accumulation, but the growth in imports is likely to be more moderate, due to an expected decline in investment.

GNP rose about 6.75% during 1967, but because of price increases real growth was probably about 2.5%. GNP in the third quarter (the latest quarter for which figures are available) rose to a seasonally adjusted level of US$57.3 billion, increasing by ½% in value over the previous quarter. Since prices rose almost 1%, real growth actually declined.

Investment declines

While consumer demand, residential construction and renewed inventory accumulation were elements of strength, these were more than offset by sizeable declines in investment in plant and equipment, and government expenditures on goods and services.

Chief elements in the industrial gains were durable goods, mining and petroleum production. On the other hand production of non-durables, particularly textiles, dropped.

Due to a sluggish first half, the index of industrial production for 1967 as a whole rose only 2.7%; less than half the 5.7% average annual increase for the past twenty years. Manufacturing output for the year increased only 1.1% (durables 0.3% and non-durables 1.8%).

Due to large increases in the labor force and moderation in the rate of economic growth, the unemployment rate may reach 5% in 1968. There was a marked increase in unemployment toward the end of 1967, in the actual number of unemployed since the beginning of the year.

The softening in employment has not deterred the growth in wages. For the year ending in October, the latest month for which statistics are available, total labor income increased 7.4%. The fact that major contracts negotiated in Canada over the first nine months of 1967 call for wage increases averaging 8.7% indicates continued upward pressure on wages.

Prices have continued their inflationary course at an ever increasing rate. The consumer price index increased ½% during January alone, primarily due to a 1.2% increase in the food index and 0.6% in housing. Over the year ending in January 1967 the consumer price index increased 4.5%, indicating a cost-push inflation.

The trend in corporate profits continues to reflect increasing costs, particularly labor. Seasonally-adjusted corporation profits for the third quarter of 1967 (the latest period for which statistics are available) increased 2.4% over the previous period, primarily due to rising profits in the mining industries.

FOREIGN AUTO MAKERS are planning a big push to increase their share of the Canadian market. Above, workers on the frame and chassis line at a U.S.-owned auto plant in Quebec Province.

Profits in the manufacturing sector actually decreased slightly, the most marked decrease (43.6%) occurring in the paper and allied industries. Other declines occurred in the metal, chemical, rubber and wood industries.

On the other hand, profits moved upward in the electrical products, textile, non-metallic mineral and food and beverage industries.

Trade and finance enjoyed increased profits, while the service industries showed the most significant decline. Profits in 1968 are expected to improve somewhat, in line with higher utilization of industrial capacity.

Brightest spot

The brightest spot in the Canadian economy is the improvement in the trade picture, most of which took place in the final quarter of 1967. Substantially lower exports and prices for wheat were more than offset by increased exports of automobiles and parts as well as other types of manufactured goods, enabling Canada to finish 1967 with a trade surplus of US$497 million, twice as high as the previous year.

Factors which contributed to a seasonally-adjusted billion dollar trade surplus for the last quarter of 1967 were: a substantial temporary benefit from strikes in the U.S. auto industry; the upturn in economic activity in the U.S.; a dampening of imports from the U.S. due to a sag in Canadian investment programs; and a temporary bunching of shipments to Britain caused by earlier dock strikes and pre-devaluation orders.

Although complete statistics on invisible transactions for the last quarter are not yet available, the combination of a tourist trade surplus of about $350 million due to EXPO and the improved merchandise trade surplus may have resulted in a current account deficit of about only $500 million, compared to $1,052 million for 1966 and $1,045 million for 1965.

For 1968 the deficit on invisible transactions is expected to increase markedly without the benefit of EXPO-generated tourist receipts and because of the upward trend in interest and dividend payments. Nevertheless, prospects for a continually improving trade surplus should result in a current account deficit of less than $1 billion.

Despite the favorable balance of payments prospects the Canadian dollar rate was pushed down to the lower level of its pegged range in January, resulting in a loss of $350 million in foreign exchange reserves in that month.

The Canadian dollar subsequently has strengthened somewhat in the wake of

firm measures by the Government to maintain it at its IMF pegged rate. These measures included the Bank of Canada's raising the discount rate from 6 to 7% and requesting commercial banks not to facilitate the transfer abroad of funds of foreign subsidiaries.

At the same time the U.S. Treasury issued a statement that U.S. balance of payments measures were not intended to cause abnormal transfers of earnings or withdrawals of capital by U.S. companies having investments in Canada.

Government policy continues to reflect serious concern about the inflationary trend. To set an example of fiscal responsibility to business and provincial and municipal governments, the federal government adopted a policy of reducing its own outlays as much as possible. It also is planning a program of moral suasion to encourage the private Canadian business sector to keep increases in prices and costs in line with gains in their firm's productivity.

On the revenue side, the supplementary budget tabled Nov. 30 provided for a 5% surcharge on personal income taxes; an acceleration in the payment of corporate income taxes; and an increase in the tax on tobacco and liquor.

The Bank of Canada, after following a relatively easy monetary policy in 1967, including a 14% increase in the money supply, seems to have adopted a more restrictive policy. Not only has the discount rate been raised, as indicated above, but a gradually increasing secondary reserve requirement for the commercial banks has been imposed.

Situation eases

Industry spokesmen point out that machine tool delivery dates are shortening as the backlog of orders declines, but indicate that there is still a shortage of numerical control machinery, where delivery dates are currently running from six months to a year.

Business capital spending—excluding institutional and governmental outlays—is expected to be down from 5 to 10% in 1968, with the transportation industry showing a small plus; comunications, power, and other manufacturing holding flat; steel and chemicals experiencing slight declines; food and beverages down sharply; pulp and paper down by more than 30%; and mining activity down sharply.

Computers are one of the fastest-growing capital goods markets in Canada. Most computer manufacturers are expecting a dollar volume growth of from 15 to 50% in 1968. More than 500 computers are expected to be installed. This would bring the total number of computers in use in Canada to approximately 1,800.

The computer systems expected to be installed this year are valued at about $100-$150 million. Part of this investment will go into replacements for older systems. By the end of the year, investment in computers should total about $510 million.

Most machinery companies in Canada expect an improvement in the machinery market in 1969-70. This view is supported by the *Ontario Economic Review*, which expects the Canadian demand for industrial machinery to rise to a value of nearly $2.2 billion by 1970—up over $800 million from the 1964 sales. The magazine went on to say that much of the growth in farm machinery sales in Canada in the next ten years will take place in eastern Canada, as Ontario and Quebec farmers strive to match the degree of mechanization reached by farmers in western Canada.

A growth of some $46 million in the Ontario agricultural machinery market in the next three years is expected, compared with a total growth of $67 million in the Canadian agricultural machinery market. This shift in the agricultural machinery market results from the rapid growth of agricultural output in the Province of Ontario where smaller, less productive farms, are being abandoned and larger farm units are being formed, requiring increased mechanization.

Most of the larger cities of Canada have been building or are planning to build huge office buildings and commercial complexes to meet the growing demand for first-class office space. Rapidly increasing demands for office space by federal, provincial and local governments, as well as the desire of business firms to be located close to dining and shopping facilities have been the main demand forces causing these extensive developments in recent years.

A unique feature of office development in Toronto, for example, is Flemingdon Park. By 1969 this northeast suburban development will have 2.1 million square feet of office space in eleven buildings, almost as much as the combined towers of the huge Toronto-Dominion Centre downtown. A $49 million apartment-office-shopping complex is planned by North Toronto Development Ltd., while in downtown Toronto, two major railroads are teaming up to develop 130 acres at an estimated cost of $1 billion.

Across Canada the other most active commercial building centers include Ottawa—where several large office buildings have been proposed; Halifax—building the $37 million Scotia Square project; Hamilton—several first-class office buildings are under construction and plans include a projected $39 million, 42-acre Civic Square urban renewal project; Winnipeg—a $37 million office and hotel complex; Calgary—with several 20-35 story projects underway and planned; and Vancouver—offering perhaps the most spectacular downtown building boom in Canada since the building boom in Montreal preceding and during EXPO.

The development and launching of one or more satellites and the establishment of a network of earth stations is now awaiting government approval.

Two non-government organizations have made definitive proposals for satellite communications systems. The Trans-Canada Telephone System and CN-CP Telecommunications have submitted an application to build a $74 million satellite system that could be in operation by 1970-71.

According to the Bell Telephone Company, if approval is received from the Cabinet in the first half of 1968, construction could start late in the year. About 54 ground stations would be needed.

Construction or purchase of satellites and ground station equipment would be involved in this program. In addition, the Power Corporation of Canada and Niagara Television Limited have proposed a system requiring the construction or purchase of one or more satellites and the construction of 97 earth stations across Canada.

Australia puts temporary quotas on knitted apparel

Recent implementation by Australia of temporary import quotas on knitted coats, jumpers, cardigans, sweaters and similar articles falling within tariff items 60.05.-121 and 60.05.129 is expected to lessen demand for these goods for the remainder of fiscal 1968 (ends June 30).

Australian importers of such apparel are now restricted to quotas established on a value basis equal to 100% of these imports during fiscal 1967. Import licenses are now being granted to each importer with the stipulation that all imports from June 1967 will be debited against his fiscal 1968 quota. If the value of imports cleared thus far in fiscal year 1968 exceeds the value of fiscal 1967, the excess will be debited against the importer's license for a later period.

Should the temporary restrictions remain operative after June 30, subsequent licenses will be issued for half-yearly periods against the half-year's quota.

Remote Nepal has few trade links with U.S., but commerce may grow as economy modernizes

Heavy reliance on India will continue for at least the near term; investment laws offer incentives to attract foreign capital

Nepal's economy is based largely on traditional agriculture. It has seen little development of industry or the more sophisticated services since Nepal emerged in recent years from its centuries-old isolation. The economy is only partially monetized and there is a substantial amount of underemployed labor, according to the latest Economic Trends Report submitted by the U.S. Embassy in Katmandu.

Nepal has few important trade links with countries other than India, which is its chief export market and source of manufactured goods.

Underdeveloped and rural-based as it is, Nepal's economy lacks volatility; neither spectacular economic advances nor reverses are to be expected during the coming year. Continued slow progress toward economic development goals is more likely than any dramatic business activity.

The economic state of Nepal and the likely trend of economic events in the near term have relatively little impact on U.S.-Nepalese commercial or general economic (excluding aid) relations. Trade between the two countries is minimal; its value has been less than $2 million both ways in recent years, although there was a substantial percentage rise in 1967.

The small volume of trade is due to several obvious factors, including Nepal's great distance from the United States, transport difficulties, Nepal's lack of a substantial market, and a paucity of suitable Nepalese export commodities. These factors have militated against U.S. investments in Nepal, as well.

Good investment laws

Nepal does have attractive investment laws, however. The Government's policies allow 100% foreign-owned ventures, a ten-year tax holiday, and liberal repatriation of capital and remittance of profits.

It is possible, then, that over a somewhat longer time frame more significant economic ties could develop between Nepal and the United States as the Nepalese Government furthers its trade diversification efforts and as the private business sector develops beyond its present stages.

Likely areas of U.S. sales and investment interest are the agribusiness field and tourism. Both offer potential to aggressive, farsighted businessmen.

In return, Nepal will have to improve its export prospects through better quality control and more widespread trade contacts in countries other than India.

These developments probably are still some distance in the future. Nevertheless, progress toward more significant U.S.-Nepalese economic relations will be facilitated by Nepal's continued emergence as a politically-stable modern nation-state, and its furtherance of economic development objectives.

Improved prospects

Short-run economic prospects have improved in Nepal following the Government's Dec. 8 decision to devalue the rupee by 25%. Severe pressures on Nepal's vital Indian currency reserves were thus eased, and the nation's export trade received a useful boost.

Further, favorable weather for the highly important rice crop during the past year, as well as for winter wheat, indicates that Nepal will again in 1968, after two years of drought, export its normal 400-500,000 metric tons of food grains to India.

On the debit side of the ledger, Government finances are tighter than perhaps ever before due to a combination of rising expenditures on both development and regular governmental activities and the narrow base of Government revenues.

Land taxes were raised substantially at the time of devaluation as a measure to increase revenues, but the amount of foreign aid from several donor countries will have an important bearing on whether or not His Majesty's Government is to run a relatively large budgetary deficit during the current year. Finance Ministry officials insist Nepal will not again resort to this fiscal expedient.

Inflationary tendencies, which were dampened by India's devaluation in June 1966, have been reinforced following the recent Nepalese devaluation. The cost of many imported items has already risen by more than the change in values due to devaluation, and the prices of certain basic indigenous products, such as rice, have shown a lesser rise.

An important tributary factor has been the Government's expansionist monetary policy during the past year; the total money supply increased by two-thirds during fiscal 1967. These inflationary pressures may be expected to continue.

Although statistical information on Nepal is scanty and imprecise, selected data give an indication of the state of the economy in production and income terms. Gross national product (GNP) in constant 1965 prices rose from $698 million in that year to an estimated $802 million in 1968 (at the pre-devaluation exchange rate of Rs. 7.60 = $1; the current rate is Rs. 10.2 = $1).

Per capita GNP, again in constant 1965 prices, rose from roughly $69 to $75. Rice (paddy) production, the country's most important export product by far, remained approximately stationary between 1965 and 1968, according to recent estimates, and actually declined in the dry crop year of 1967. Revised rice production figures for this year may show higher totals, however.

Convertible foreign currency reserves have increased steadily in recent years; official hard currency reserves now stand at more than $36 million, a figure considerably above current needs. The all-important Indian rupee reserves, however, which finance most of Nepal's imports, declined drastically from over $30 million equivalent to around $6 million following India's devaluation.

Government spending in fiscal 1968 (July to July) is projected to total some $71.1 million at the old exchange rate, while projected revenues total $70.1 million. Nepalese budget deficits consistently have been larger than this in recent years, however, and a supplementary budget reportedly is in process of formulation.

Foreign aid from all sources, including the United States, constitutes more than one-third of total Government revenues.

A final set of statistical data reflects the rising importance of tourism to Nepal: More than 18,000 foreign (non-Indian) tourists visited Nepal during 1967, compared with 12,500 the previous year and less than 2,000 ten years ago; nearly one-half of the visitors were Americans.

Brazil reforms introduced in 1964 begin to have significant impact

Reduction of inflation rate to 25% in 1967 was solid achievement; massive infusion of National Housing Bank funds creates building boom

The structural economic reforms undertaken by the Brazilian Government since 1964 began to have significant impact in 1967 and set the stage for a return to real growth in 1968. This is the tone of a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Brasilia.

Following a period of virtual stagnation in the early 1960's, the Government introduced a series of wide-ranging reform measures designed to: • shift resources to the neglected agricultural industry through price supports and easier credit; • make industry more competitive through a shift from import substitution to export promotion; and • encourage savings and productive investment by reducing inflation and creating an institutional framework.

It now looks as though 1968 will be a second consecutive good crop year, breaking the good-year, bad-year cycle which has plagued the economy for some time.

A massive infusion of funds from the National Housing Bank, generated under new social security legislation, has created a construction boom.

Increased demand in the agricultural and housing industries, combined with the Government's increased skill in coordinating monetary policy with the level of economic activity, have created the basis for a relatively high level of industrial production in 1968.

Sales top expectations

December and January retail sales were above expectations while industrial production and general economic activity were unusually high in almost all lines during January and early February, traditionally a sluggish period.

The reduction of the rate of inflation to 25% in 1967 was a solid achievement. The effects of good harvests on lowering food prices, the Government's new system of industrial price monitoring, plus renewed evidence of its intention to keep the 1968 Federal deficit within reasonable bounds indicate that 1968 may see continued progress in the stabilization effort as well as economic growth.

Increased trade activity, both import and export, is forecast for 1968. Exports were a disappointing 5% lower in 1967, but the convergence of several favorable factors—the year-end devaluation, good crops, a strong growth trend in manufactures, improved prospects for renewal of the International Coffee Agreement and intensified Government export promotion activity—point to a resurgence of exports this year.

Imports reached $1.67 billion in 1967, the highest level in recent years. The present high level of economic activity and of international lending, plus a continuation of the Government's trade liberalization policy should bring forth another excellent import year in 1968.

With maintenance of a reasonable exchange rate policy and a continued favorable balance of trade expected, Brazil's foreign exchange reserves should show some improvement in 1968.

Economic projections are always risky for Brazil and there are, of course, factors and pressures which could substantially alter this highly favorable outlook. These include the authorities' ability to control Federal and state deficits, thus keeping inflationary pressures in line; maintenance of a realistic exchange rate, the private sector's willingness and ability to assume a larger proportionate share of investment, the generation of increased demand by lower income groups beset by declining real wages, the effect of increased taxes and price controls on profits, and the possible effects of a dry spell on agricultural production.

Despite these several adverse possibilities, however, the economic prospects for Brazil in 1968 look good.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-126.

Australia may revise tariff on mathematical instruments

The Australian Tariff Board is studying a proposal which would assist Australian manufacturers of protractors and drawing and mathematical instruments of a kind falling within tariff items 90.16.1 and 90.16.26. The Tariff Board's report, if favorable, must indicate the nature and extent of the assistance to be provided.

During fiscal year 1966, imports under tariff items 90.16.1 and 99.16.26 were valued at $117,524 and $156,600, respectively.

The Department of Commerce has not yet received information concerning public hearings. Interested suppliers, who may wish to submit evidence and file briefs with the Tariff Board, will find the Australian Tariff Board's procedures outlined in the Aug. 28, 1967 issue of INTERNATIONAL COMMERCE.

Pre-investment survey under way in Botswana

A pre-investment survey of the electric power, water and roads required for large-scale development of copper and nickel deposits in Botswana is under way.

The United Nations Development Program has allocated $383,400 for the project, for which the World Bank is the executing agency, and the Government of Botswana has agreed to contribute the equivalent of $624,000. The British consulting firm of Sir Alexander Gibb & Partners of London has been retained to undertake the survey. The consultants recently began their field work in Botswana and the survey is scheduled for completion in October 1968.

To widen the country's economic base, the Government has encouraged mineral exploration by granting concessions to certain mining companies.

Nicaragua to buy grain storage units in the U.S.

The Export-Import Bank has authorized a $4,512,100 Alliance for Progress credit in favor of Banco Nacional de Nicaragua to purchase grain storage units in the U.S.

The Government of Nicaragua has embarked upon a program of expanded crop development. In the last ten years, grain production in the Central American republic has grown from some 150,000 metric tons annually to over 400,000 metric tons in 1967.

With the Eximbank credit, 90 local storage centers are to be sited throughout the country and five regional storage centers are to be built.

In addition to financing the dollar costs of the new facilities, a portion of the credit will be used to pay for U.S. consulting engineering services.

Peru forbids imports of non-essentials

Extensive list of commodities excluded for three-month period

The Government of Peru has prohibited imports of an extensive list of commodities for three months, by Supreme Decree No. 053-68 NC of Feb. 20.

The Decree also tightens terms of domestic installment sales, places limitations on foreign borrowing by the Peruvian Government and prohibits exchange guarantees by domestic banks.

The list of merchandise deemed not essential for national development and consequently prohibited from importation includes poultry, fish, vegetables and some fruits, coffee, tea, chocolate, wine and alcoholic beverages, tobacco products, perfume, beauty preparations, soaps, luggage, furniture, paper for correspondence, clothing, shoes, hats, sanitary hardware, dishes, precious stones, tableware, water heaters, irons, stoves, refrigerators and freezers, radios, television sets, record players, cameras, watches and assembled autos with f.o.b. U.S. prices amounting to over $1,700.

The import prohibitions apply to shipments by sea with consular approval of invoices dated after Mar. 6, and for air shipments dated after Mar. 4.

The Decree also seeks to dampen demands for imported goods sold on time. Installment sales are now limited to 15 months, 30% down, with maximum interest set at 14% on the unpaid balance. The tax for registration of installment sales has also been increased.

To curb government spending abroad, the Decree forbids all public sector entities from entering into external credit agreements of a duration of less than 12 years, except for refinancing currently held debts. Also, all acquisitions by the public sector payable in foreign exchange are suspended for 90 days, except as specifically authorized by ministerial resolution.

The Decree further forbids banking establishments from granting credits in domestic currency with foreign exchange guarantees. Operations of this sort carried out in the past must be reported to the Superintendent of Banks in five days and must be canceled in 30 days.

Germany extends quota for canned asparagus spears

The Federal Republic of Germany has extended its import quota for canned whole asparagus spears, according to the *Bundesanzeiger*, No. 23 of Feb. 2.

Applications for licenses should be submitted no later than Apr. 25. The licenses issued will be valid until Apr. 30, 1968 (previously Mar. 31, 1968).

UP TO 50% OFF!

Tariff cuts of up to 50% are being made by 38 foreign countries* as a result of the Kennedy Round. To find out if tariffs were cut on your products, send a complete product description (including Schedule B Export Commodity Numbers, if known) and a list of the countries that interest you to:

OIRE Kennedy Round Service
Bureau of Int'l Commerce
U.S. Dept. of Commerce
Washington, D.C. 20230

***Argentina, Australia, Austria, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Belgium, France, Germany, Italy, Luxembourg, and the Netherlands), Finland, Greece, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Peru, Poland, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad & Tobago, Turkey, United Kingdom, and Yugoslavia.**

Finland cuts controls on nonfarm imports

Liberalization is of direct benefit to U.S. exporters

The Finnish Government on Jan. 1, removed its remaining global quotas from practically all non-agricultural products.

This move, directly benefiting U.S. exports to Finland, marked the culmination of a liberalization program begun in 1961. Only a small list of commodities is still subject to the Finnish global quota system, including mineral tar, coal tar distillation products, solvent gasoline, aviation gasoline, and bitumen.

In addition, Finland retains discretionary (case-by-case) licensing controls on certain fertilizers and phosphates, coal, coke, petroleum and shale oil, kerosene, gas-oil, and fuel oils.

Apart from this short list of restricted commodities, mainly fuels and fertilizers, Finland has now abolished all quantitative import restrictions on nonagricultural goods. The liberalized treatment applies to imports from the United States as well as most other countries with which Finland trades on a multilateral basis, i.e., in convertible currencies.

The program to remove nonagricultural quantitative restrictions has been carried out as part of Finland's commitment to the European Free Trade Association (EFTA). Finland joined that organization as an associate member in 1961.

Philippines again tightens letter of credit procedures

Since June of 1967 the Philippine Central Bank has adopted a series of measures to lessen pressures on foreign exchange reserves. The most recent Central Bank measure now requires that all letters of credit required for imports must be issued before shipments are loaded at the port of embarkation. Thereafter, the letter of credit may not be amended or adjusted upwards.

Earlier directives were outlined in the July 31, Aug. 7, and Aug. 14 issues of INTERNATIONAL COMMERCE and involved letter of credit and cash margin deposit requirements for imports.

Swiss companies want U.S. licenses

U.S. licenses are sought by two Swiss firms to manufacture products related to their present lines.

• An old and well established Swiss foundry and machine tool workshop seeks to license the manufacture of U.S. machinery.

The Swiss firm currently specializes in gray iron and aluminum castings which it machines for Swiss machinery manufacturers. It has approximately 150 employees, and annual sales are reported to be over $1 million.

Write: Hegi & Cie S.A., 3414 Oberburg, Canton Bern, Switzerland. WTD.

• A large Swiss printing company seeks a license to manufacture newly developed cardboard and paperboard packages in its modern plants in France and Switzerland.

The firm designs, prints and produces various types of paperboard containers for the food, cosmetic, pharmaceutical and tobacco industries. It is also engaged in the printing of advertising materials, labels, brochures and periodicals.

Write: Societe anonyme de l'Imprimerie et Lithographic Klausfelder, 20 avenue de Corsier, 1800 Vevey, Switzerland. *WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Costa Rica issues tender for forest exploitation

Through its Land and Colonization Institute, the Costa Rican Government invites U.S. firms to participate in the exploitation of approximately 235,000 acres of forest land located in three areas of the Province of Alajuela. Interested companies may submit bids covering sections or parcels of the total area.

Closing date for receipt of bids is Apr. 3.

To receive a copy of Public Tender 49 which lists the species of wood available in the area, interested U.S. companies should write or call: N. McHugh, Embassy of Costa Rica, 2112 S St., N.W., Washington, D.C. 20008. Telephone: 202-234-2945.

Timber project proposed by Malaysian firm

A Malaysian firm proposes a joint venture with an experienced U.S. lumber company to exploit approximately 200,000 acres, located in the State of Perak.

Requested of the U.S. company is technical know how necessary for the rapid extraction of the timber and development of markets of raw logs, veneers and other products.

Write the Malaysian firm's authorized representative: Park & Francis Sdn. Bhd., Bangunan Lee Rubber, Peti Surat No. 66, Kuala Lumpur, Malaysia.

Cross licensing arrangement sought by Dutch producer

A Dutch manufacturer and distributor of essences, vegetable colorings, and concentrated fruit juices, seeks a cross-licensing arrangement for the production of similar products. The firm is particularly interested in the manufacture of essence for beverages and confections.

Write: N. V. voorheen Firma J. Pembroek & Co., 3-22 Industrieweg, P.O. Box 34, Nieuw Loosdrecht, The Netherlands.* WTD.

Israeli firms seek to expand operations

Two Israeli firms seek joint venture arrangements with U.S. firms: one wants to produce any type of mechanical equipment, the other to expand its printing facilities.

• An Israeli manufacturers' representative, importer, retailer and wholesaler of diesel engines, marine equipment and technical supplies seeks a joint venture with a U.S. firm to produce mechanical equipment in its well-equipped mechanical workshop.

The firm, established in 1956, represents several U.S. firms.

Write: Mr. Marcus Simon Bonn, Technical Agency, P.O. Box 1405, Haifa, Israel. WTD.

• A Tel Aviv printing firm seeks to expand its operations through a joint venture with a U.S. firm.

The U.S. partner is asked to contribute equipment and possibly technical assistance. The Israeli concern is engaged in all types of printing work and operates a modern, well equipped plant.

The president of the Israeli firm plans to arrive in the U.S. on March 23 for a six month visit. Additional information on his itinerary can be found under the Visiting Buyers and Officials section on page 43 of this issue.

To obtain further details about this opportunity **write:** Mr. Avraham Yarom, Greystone Hotel, Broadway at 91st St., New York, N.Y. 10028.

German company requests licensing arrangement

A subsidiary of one of the largest steel and engineering concerns in Germany seeks licenses from U.S. manufacturers to produce machine tools, materials handling machinery and equipment.

Facilities operated by the German firm include a foundry for steel, ductil and grey iron in weights up to 20 tons; a large, modern machine tool and welding shop.

The plant has about 1,100 employees and reportedly operates a highly developed marketing organization.

Interested firms may obtain further details by *writing* to the American Consulate General, 5 Cecilienallee, 4 Duesseldorf, Germany. WTD.

Malaysia invites bids for irrigation project

The Government of Malaysia requests bids on construction of the reticulation system of the Muda Irrigation Project No. 29.

The works comprise the construction of canals and dams and drainage and irrigation structures involving 1,914,708 cu. yd. of earthwork, 20 offtakes, 22 Control Drops, 30 irrigation end controls, 5 drainage end controls, 1 bed control, 1 intermediate control, 13 light traffic bridges, 1 medium traffic bridge, 19 road culverts, 3 irrigation syphon, 7 underdrainage culverts, 1 flume across Sg. Tajar, 34 flumes and 22 drainage crossings located within the contract area.

Bids should be received by the Director, Drainage and Irrigation Department, Headquarters, Swettenham Road, Kuala Lumpur, Malaysia, by Mar. 29. Prospective bidders should submit their names early for approval by the World Bank.

One set of tender specifications, conditions of contract, and contract plans is available for office review, and one set is available on a loan basis from Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Algeria seeks bids for steel coils

The Societe Nationale de Siderurgie (SNS), the government iron and steel agency, Algiers, is seeking bids on hot rolled high resistance steel in coils for its new pipeline-making facility at Annaba which will be entering production in the near future. This first tender is for 150,000 tons. Bids close on Apr. 15.

The SNS has stated that one consideration in awarding the tender will be the readiness of the supplier to purchase converter pig iron from its Annaba complex (production beginning this year).

Invitations to bid have already been sent by SNS directly to a number of U.S. suppliers. Since SNS has stated that any other interested companies may participate, it is suggested that those so interested request SNS to send them a copy of the Tender documents (in French).

Italy to build super drydock

Recently the CIPE (Comitato Interministeriale per la Programmazione) approved, as part of the national plan for shipyards, the Palermo project for a super drydock capable of accommodating vessels up to 240,000 tons DWT. This approval now opens the way for the Societa' Bacino di Palermo, S.p.A., the company created in 1966, to construct and operate the drydock, and to obtain from IRFIS, the Sicilian credit institute, a 6 billion lire low-interest loan it needs to go ahead with the project. The loan represents about 70% of the estimated total cost of the super drydock (about 8 billion, 600 million Lire), (1000 lire = U.S. $1.60).

The project calls for a floating drydock 360 meters long and 55 meters wide, equipped with the most modern equipment. The Societa' Bacino di Palermo, S.p.A., Via dei Cantieri 1, Palermo, Sicily, will consider any interesting offers submitted by U.S. suppliers. It is likely that domestic suppliers and German or British firms will also be contacted.

Pakistan Government seeks bids for electronic test equipment

The Government of Pakistan, Department of Investment and Supplies, has issued Tender No. ENG-3/72307/1/68, for the supply of electronic test equipment.

Bid deadline is Apr. 15.

Bid should offer frequency meters, distortion and noise meter, acoustical reverberation testing equipment, field intensity meters, tube tester, transistor testers, impedance bridge, audio oscillator, electronic counters, and complete sets of spare parts for all equipment.

Copies of tender announcement and specifications are available from the Deputy Director of Supplies, Department of Investment Promotion and Supplies (Engg. Directorate), Government of Pakistan, Karachi, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

Australia to construct underground railway loop

The Victorian Minister of Transport has under consideration the construction of an underground railway loop for the central business area of Melbourne. The estimated cost of the project is $A80 million (U.S. $89.6 million).

Interested firms are requested to communicate directly with the Victorian Railway Construction Board, Spencer St., Melbourne, Victoria 3000.

Copies of a preliminary study giving technical data are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602. A set of drawings and maps is available for office review.

Grain silos, flour mills projects planned for Afghanistan

The Government of Afghanistan announced that the feasibility and design studies have been completed for two concrete grain silos (20,000 tons apiece) and connected flour mills (120 tons per 24 hours capacity apiece) in Herat and Kandahar.

The projects constitute a large part of a program financed by 28 million mark (four marks equal U.S. $1) West German loan to enlarge grain storage and processing capacity in Afghanistan. Construction is to begin in July of 1968.

Interested firms should contact EUROAFGAHN Consulting Company, P.O. Box 595, Kabul (Cable: EUROAFGHAN) for designs and specifications.

Colombia to purchase electrical equipment

Interconexion Electrica S.A., Electrical Interconnection Corporation, is requesting bids for the supply, transportation, installation and start-up of electrical equipment for several 220 kv substations including 25—220 kv switches and accessories and approximately 330 miles of 220 kv transmission lines.

Specifications, tender conditions and bid forms for transmission lines may be obtained from Interconexion, Calle 13, No. 37-35, Office 220 Bogota, Colombia, upon presentation of a deposit slip from the main office of the Bank of Bogota to the account of Interconexion Electrica S.A., of 1,000 pesos ($61.50) Colombian currency. Plans and profiles of the routes may be obtained by an additional deposit of 1,500 pesos ($92.30). Documents covering the substation equipment may be obtained by a deposit of 1,000 pesos ($61.50). These amounts will not be reimbursed.

All bids must be delivered personally to the Office of Interconexion. Bids for transmission lines are due before April 15 and those covering substation equipment are due prior to May 15. The equipment will be purchased with funds provided by the Inter-American Development Bank.

Uruguay wants bids for milk processing plant

The Government of Uruguay seeks bids for the construction of a building for a milk processing plant.

This particular tender, worth $500,000, is the first part of a plan involving the construction of four buildings designed to house complete milk receiving and processing plants.

Bid deadline is Apr. 15. Name of agency to contact is Cooperativa Nacional de Productores de Leche (CONAPROLE), Secretaria del Plan de Desarrollo Industrial, Calle Magallanes 1871, P.2. Montevideo, Uruguay. Correspondence is preferred in Spanish.

Since only firms or individuals established in Uruguay may participate in public bids, interested parties should enter their bids through their Uruguayan agent or representative.

Spain announces plans for expressway construction

The Government of Spain invites bids on the construction of the Granollers-Massanet stretch of the Barcelona-La Junquera toll expressway. This project is part of the new toll expressway system to be built throughout the country under the sponsorship of the Government.

Bid deadline is May 10.

Additional information may be obtained from: Autopistas Concesionaria Espanola, S.A., Avda. del Generalisimo Franco No. 534, Barcelona (11), Spain.

Correspondence is preferred in Spanish.

World Trade Opportunities Continued to page 43

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

195 Small arms

ITALY—Revolvers, pistols, carbines. Giuseppe Tonolini (distributor), Via Stazione 43, 25100 Brescia. WTD 2/68.

203 Canning, preserving foods

SWITZERLAND—Freeze-dried (dehydrated) fruit, vegetables, seafoods. Salvaj & Cie SA (importer, distributor), P.O. Box 58, 1211 Geneva 3. WTD 2/68.

220 Textile mill products

SWEDEN—Broad woven fabrics, gray goods, cotton, synthetic. Direct purchase and agency. Alexon & Snygg AB (agent), Hallbergsgatan 7, Borås. WTD 2/68.

Piece goods, cotton, manmade fibers. Direct purchase and agency. T. Goldman (agent), Box 25040, Goteborg 25. WTD 2/68.

All kinds of piece goods for dresses, underwear, shirts. Direct purchase and agency. J. C. Textil, T. Ringner (agent), Box 16035, Goteborg 16. WTD 2/68.

221 Broad woven fabric mills, cotton

GERMANY—Turkish towels; bathroom sets, rugs, seat covers, toilet enclosures for sales in specialty shops (not department stores). Requests price quotations c.i.f. Hamburg or Rotterdam. Cospar GmbH (wholesaler, distributor, importer), 2 Ulmenstrasse, 415 Krefeld. WTD 12/66.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—All types of upholstery, drapery, tapestry fabrics. Carl Herrmann & Co. (Pty.) Ltd. (importing distributor), P.O. Box 1060, Cape Town, Cape Province. WTD 2/68.

227 Floor covering mills, products

SOUTH AFRICA—All types of woven carpets, rugs. Carl Herrmann & Co. (Pty.) Ltd. (importing distributor), P.O. Box 1060, Cape Town, Cape Province. WTD 2/68.

228 Yarn, thread mills, products

SWEDEN—Yarns: spun, thrown, gray, dyed, cotton, synthetic, also carpet, rug yarns. Direct purchase and agency. Alexon & Snygg AB (agent), Hallbergsgatan 7, Borås. WTD 2/68.

229 Textile goods

AFGHANISTAN—Artificial leather for upholstery. Afghan International Trading Agency (importer, exporter), P.O. Box No. 95, Kabul. WTD in preparation.

232 Men's, youths', boys' work clothing

GERMANY—Men's, youths', boys' work shirts, pants, other work clothing, washable service apparel. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

242 Sawmills, planing mills

● **PAKISTAN**—(1 Rupee = U.S. $.21) 600,000 untreated broad-gauge cross ties, about 55,010 special size timbers. Admits Southern pines, red gum and tupelo. Tender No. PR-I/68/TR/1, bid deadline Apr. 1, issued by and available for Rs 50.00 per set from: Office of the Secretary, Railway Board, Government of West Pakistan, Empress Road, Lahore.

261 Pulp mills, products

GERMANY—Sulfite and sulfate pulp, chemical cotton linters. Direct purchase and agency. Herbert Schulz & Sohn (importer, sales agent), Buchholzer Str. 81, 3014 Misburg. WTD 9/66.

262 Paper mills, products

GERMANY—Printing, offset, writing, thin paper, coated sulphate board, wrapping paper, kraftliner, container board. Request samples, quotations c.i.f. Bremen or Antwerp. Requests replies in German. Heinz Uhlemann K.G. (distributor, exporter, importer), 6228 Eltville, Walluferstr. 61. WTD 1/68.

264 Converted paper, paperboard products

FRANCE—Embossed plastic wallpaper; wallpaper made from purchased hanging paper. Direct purchase and agency. Spen (wholesaler), 90-92, Ave. Paul Vaillant, 94 Vitry. WTD 2/68.

● **IRAN**—30 million cigarette paper booklets of 60 sheets each. Sheet size to be 40 x 70 mm. Paper to be 100% chiffon with substance of

19-20 grams/m². Bid deadline is May 5. Copy of tender and sample booklet available from the Forest Products Division BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3003.

281 Industrial chemicals

SWEDEN—Uranium oxide U_3O_8, glass color. Direct purchase and agency. AB J. Bruun (agent, wholesaler), P.O. Box 224, Kalmar 1. WTD 5/67.

VENEZUELA—Aluminum sulfate (18/100). Distribution and agency for entire Venezuela. Requests replies in Spanish. Quimica Petrolera, S.A. (importer, distributor, representative), Edifico Easo, Piso 3, Oficina "A", Ave. Francisco de Miranda, Chacaito, Caracas. or: Apartado 11632, Caracas. WTD 2/68.

282 Synthetic materials

GERMANY—Thermoplastic resins, plastic raw materials. Direct purchase and agency. Carl E. Brandes (importer, wholesaler), Walderseestrasse 4, 3 Hannover. WTD 2/68.

VENEZUELA—Synthetic resins, polyethylene resins. Distribution and agency for entire Venezuela. Requests replies in Spanish. Quimica Petrolera, S.A. (importer, distributor, representative), Edificio Easo, Piso 3, Oficina "A", Ave. Francisco de Miranda, Chacaito, Caracas. or: Apartado 11632, Caracas. WTD 2/68.

283 Drugs

ISRAEL—Raw materials for pharmaceutical preparations; pharmaceutical specialties, drugs. Direct purchase and agency. Erich Pintus Ltd. (importer, commission agent), 3 Rembrandt St., P.O. Box 26489, Tel Aviv. WTD 2/68.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Cosmetics for men, such as after-shave, shaving cream in tubes or aerosol cans, deodorants, colognes, perfumes, soaps. Wiag, Wiener Import-Agentur, Inh. R. Hnatusko (importer, manufacturers' representative), Loulagasse 7, A-1210 Vienna. WTD 4/67.

THAILAND—Full line of cleaning chemicals for household use. C.i.f. Bangkok prices, literature requested. Direct purchase and exclusive agency. Inter-Asian Enterprises (importer, wholesaler), 2nd Floor, Chalerm Khetr Bldg., P.O. Box 733, Bangkok. WTD 2/68.

291 Petroleum refining

● **IRAN**—(RIs. 75 = U.S. $1) The Iranian State Railways of Tehran, Iran, invite bids for the supply of 6,000 litres of lubricating oil for electro-diesel's compressors. Tender notice No. 1767/46. Bid deadline 9:00 A.M., Apr. 24. Specifications may be obtained from the Iranian Economic Mission, 2233 Wis. Ave., N.W., Washington, D.C. 20007. Participants are required to purchase from the Treasury Bonds Department of the Ministry of Finance, Treasury bonds for the amount of RIs.—20,000 as deposit for participation in the tender.

295 Paving, roofing materials

● **HONG KONG**—Paving and roofing materials, 19,500 long tons first quality, straight run bitumen, various grades. Tender No. Stores A-38028, bid deadline Mar. 22. Contract period, (2 years) Apr. 1 to Mar. 31, 1970. Secretary, Tender Board, Colonial Secretariat, Central Government Offices, Lower Albert Road, Hong Kong.★ Telephone: 202-967-2355.

302 Rubber footwear

GERMANY—Workers' rubber footwear of all kinds. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

306 Fabricated rubber products

GERMANY—Electrician's, other workers' protective rubber gloves, rubber mittens, plumbers' rubber goods. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

307 Plastic products

FRANCE—Plastic wall tile; vinyl floor tile. Direct purchase and agency. Spen (wholesaler), 90-92, Ave. Paul Vaillant-Couturier, 94 Vitry. WTD 2/68.

GERMANY—Plastic work gloves and mittens, plastic galoshes. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Plastic film, sheets, rods, tubes, plastic construction, technical products. Direct purchase and agency. Carl E. Brandes (importer, wholesaler), Walderseestrasse 4, 3 Hannover. WTD 2/68.

GREECE—Sausage casings, synthetic. Requests information, prices. Direct purchase and agency. George Adrianopoulos (commission agent, importer), 61 Hermou St., Thessaloniki. WTD 2/68.

SWEDEN—Plastics packagings, especially new products, foil, foil combinations, laminations for food packaging. Agency and direct purchase. Plastemballage i Reftele AB (manufacturer, exporter, importer), Box 41, Reftele. WTD 2/68.

310 Leather products

SWEDEN—Luggage, handbags, other personal goods, leather; other materials. Agency preferred and direct purchase. AB John A. Gahm (manufacturer, wholesaler, retailer), Box 26, Kallered. WTD 2/68.

311 Leather tanning, finishing

GERMANY—Leather waste of all kinds. Requests price quotations c.i.f. Rotterdam or Hamburg. Requests replies in German. Arnold Kluempen (distributor, importer), 77 Neusser Strasse, 4 Duesseldorf. WTD 2/68.

314 Footwear, except rubber

GERMANY—Workers' protective footwear. Requests price quotation c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim. WTD 2/68.

315 Leather gloves

GERMANY—Lined leather gloves or mittens, welders' gloves, leather work gloves. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

319 Leather goods

GERMANY—Blacksmiths', welders', other protective workers' aprons, leather helmets, welders' jackets, leggings, sleeves. Requests price quotations c.i.f. Hamburg or Rotterdam. Intex Industrie GmbH (wholesaler, distributor, importer), 6 Kassenberg, 433 Muelheim/Ruhr. WTD 2/68.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Vinyl asbestos floor tile. Direct purchase and agency. Spen (wholesaler), 90-92, Ave. Paul Vaillant Couturier, 94 Vitry. WTD 2/68.

335 Rolling, drawing, extruding nonferrous metal

● **CEYLON**—4,000 pieces 8′ x 4′ and 8′ x 5′ various gauge aluminum alloy sheets. Tender No. Com/Ten/14, bid deadline May 7. Copies of tender available on written request to Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., N.W. Washington, D.C. 20008.

343 Heating apparatus, plumbing fixtures

GERMANY—Nozzles for oil burners. Direct purchase and agency. Otto Eckerle, Apparate- und Maschinenbau (manufacturer, exporter), 7052 Malsch bei Karlsruhe, Benzstrasse 6. WTD 3/68.

351 Engines, turbines

IVORY COAST—Parts for all types American automotive diesel engines. Seeks firm willing, able to ship frequent small orders usually by air, with minimum delay; New York firm preferable due to direct flight. State expected average shipping time from receipt of order. Request replies in French. Mr. Roger Wasner (engine repair, rebuilding), Atelier refection tous moteurs, B.P. 65, Abidjan. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

GERMANY—Sheet pile turning machines. Requests price quotation c.i.f. Hamburg or Rotterdam. Direct purchase and agency. Industrie-Technik Erich A. Hindermann (wholesaler, distributor, importer), 99a Bockumer Str., 4 Duesseldorf-Wittlaer. WTD 2/68.

Conveying lines for packaging, automatic can lifting devices, canning lines, automatic lid placing, clinching devices. Requests price quotation c.i.f. Hamburg or Rotterdam. Direct

purchase and agency. Industrie-Technik Erich A. Hindermann GmbH (wholesaler, distributor, importer), 99a Bockumer Str., 4 Duesseldorf-Wittlaer. WTD 2/68.

Machinery equipment for road building construction. Direct purchase and agency. Peter Gries K.G. (retailer, wholesaler, importer, sales agent), 542 Oberlahnstein, Nordallee 10, P.O.B. 62. WTD 2/68.

● **PAKISTAN**—Manufacture, delivery and supervision of erection at the Karachi Port of twenty-four electric portal cranes, 3 ton capacity each. The Bid deadline is May 22. The Office of the Chief Mechanical Engineer, Karachi Port Trust, Berth No. 7, Keamari, Karachi.★ Telephone: 202-967-5585.

THAILAND—Tow tractors for aircraft; tow bar not less than 120 tons. Direct purchase and agency. Bangkok General Holdings Co., Ltd. (importer, distributor), 18/1-2 Paholyothin Rd., Bangkok. WTD 1/68.

354 Metalworking machinery

AFGHANISTAN—Factory to stamp, spin or press household kitchen utensils from aluminum sheets. Capacity: 10,000 pieces per year; small capacity factory to manufacture razor blades. Saleh Corp. (importer, distributor), P.O. Box 362, Kabul. WTD in preparation.

AUSTRALIA—Wheel balancing, vehicle electronic alignment testing equipment. C.i.f. prices, brochures requested. Hastings Deering Pty. Ltd. Attn.: Mr. Walter Gunn (retailer), William & Crown Sts., Sydney, N.S.W. 2000. WTD 8/66.

NETHERLANDS—Production machinery for automation of manufacture in electronics industries such as soldering machines, tools for the electronic industries. Exclusive import or agencies requested for Benelux countries, W. Germany, France. Westmercuur Handelmaatschappij N.V. (distributor, importer, exporter), 510 Singel, Amsterdam-C. WTD 2/68.

NORWAY—Hobby tools, accessories which may be sold through paint, hardware stores such as scrapers, abrasives. Direct purchase and agency. A/S W. Jordan Borste & Penselfabrik (manufacturer, manufacturers' representative, wholesaler), Wdm. Thranesgate 75, Oslo 1. WTD 8/67.

355 Special industry machinery

AFGHANISTAN—Complete venetian blind assembly plant, using imported parts which company would cut to size and assemble, using hand operated machines. Capacity should be 2,000 blinds per year; each blind having an average surface of three square meters.

Equipment, materials, machinery necessary to establish factory to manufacture measuring weight, 1 to 250 grams for use as official weight standards. Furnaces may be powered by natural gas, powdered coal or diesel oil.

Plant to assemble electric modulated high frequency intercommunications systems from imported parts; 3000 sets per year initially.

Plant to assemble simple 35-100 watt output audio amplifiers, 220 volt, 50 cycles; 1000 sets per year initially.

Complete factory to manufacture 60,000 mens' shirts per year from manmade fabrics.

Correspondence relating to the above trade opportunities should be addressed to Saleh Corp. (importer, distributor), P.O. Box 362, Kabul. WTD in preparation.

● **CEYLON**—Supply and assembly of one mobile impregnation plant for wood poles, maximum length 32 ft. Preservative to be water soluble salt. The bid deadline is Apr. 1. The Chairman, Forest Department Tender Board, P.O. Box 509, Colombo 2.★ Telephone: 202-967-5585.

GERMANY—Bookbinding machinery, equipment including folding, gathering, inserting, ruling machines. Requests price quotations c.i.f. Hamburg or Rotterdam. Rudolf Wolfner KG (distributor, importer), 43 Gutenbergstr., Postfach 1837, 43 Essen. WTD 2/68.

Autoclaves for sterilization, filling and closing combinations, automatic fillers single-spindle automatic can closing machines, can drying machines, automatic labeling machines, can closing machines, automatic or semi-automatic, sauce and general fillers, can wrapping and labeling machines, can washing machines, automatic marking machines, lid marking presses, glass jar closing machines. Requests replies with price quotations c.i.f. Hamburg or Rotterdam. Direct purchase and agency. Industrie-Technik GmbH A. Hindermann GmbH (wholesaler, distributor, importer), 99a Bockumer Str., 4 Duesseldorf-Wittlaer. WTD 2/68.

GREECE—Sausage industry machinery. Requests information, prices. Direct purchase and agency. George Adrianopoulos (commission agent, importer), 61 Hermou St., Thessaloniki. WTD 2/68.

● **IRAN**—Supply of 53 sets of various screw jacks with a 25 or 50 ton capacity. Tender No. 575/46, bid deadline May 15. Purchasing Department, Iranian State Railways, Tehran.★ Telephone: 202-967-5585.

NETHERLANDS—Production machinery for automation of manufacture in electronics industry such as coding machines, insulation materials winding machines, drilling machines

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 352 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

for printed computor cards. Exclusive import or agencies requested for Benelux countries, W. Germany, France. Westmercuur Handelmaatschappij N.V. (distributor, importer, exporter), 510 Singel, Amsterdam-C. WTD 2/68.

● **SUDAN**—Supply of one heavy duty motor driven circular saw for cutting timber with a maximum diameter of 21". Tender No. 3885 bid deadline Apr. 9. Sudan Railways, Stores Department, P.O. Box 65, Atbara.★ Telephone: 202-967-5585.

TRINIDAD, W.I.—Machinery, raw materials for manufacture of pencils, metal and plastic ball point pens, carbon and blotting paper, paper clips, file fasteners, rulers, erasers, rubberbands. Davidson-Arnott & Co., Ltd. (importers, manufacturers' representatives), 110 Henry St., Port of Spain. WTD 2/68.

● **VIET-NAM**—Supply of machinery and equipment for the manufacture of 750 tons of biscuits, candies, bread, vermicelli, on the basis of 300 working days/year and 8 hours/day. The bid deadline is Apr. 1. Specifications in French. Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ Telephone: 202-967-5585.

357 Office, computing, accounting machines

AUSTRIA—Ancillary equipment, supplies for data processing machines. Direct purchase and exclusive franchise. Gerta Schoenbichler (importer, wholesaler, retailer), Reichsstrasse 104, A-6804 Feldkirch. WTD 4/67.

GERMANY—Associated equipment for electronic data processing machines, office machines except addressing, dictating, duplicating machines. Requests price quotation c.i.f. Hamburg or Rotterdam. Rudolf Wolfner KG (distributor, importer), 43 Gutenbergstrasse, Postfach 1837, 43 Essen. WTD 2/68.

UGANDA—Double-faced spring scale with hook at both ends, one for hanging scale, other for attaching item to be weighed, scale in kilograms with upper limit of 100 kgms. Central Cooperative Union, c/o Commercial Section. American Embassy, P.O. Box 7007, Kampala.

358 Service industry machines

AUSTRIA—Cooking, foodwarming, other kitchen machines, as well as deep freezing cabinets; all for hospitals, hotels, restaurants. Direct purchase and agency. Requests replies in German. Ing. Erich Hula (importer, distributor, manufacturers' agent), Henriettenplatz 3, A-1150 Vienna. WTD 5/67.

THAILAND—Cleaning machine, equipment. C.i.f. Bangkok prices, catalogs requested. Direct purchase and agency. Inter-Asian Enterprises (importer, wholesaler), 2nd Floor, Chalerm Khetr Bldg., P.O. Box 733, Bangkok. WTD 2/68.

URUGUAY—Industrial meat cooking, packaging equipment. Frigorifico Nacional (meat packer). Att.: Mr. Did V. Mantero, Secretary, Presidency. Calle Andes 1470, Montevideo. WTD 2/68.

361 Electric transmission, distribution equipment

AUSTRALIA—Low voltage switchgear as follows: 415 volt three phase motor isolating switches, for cubicle mounting, to 300 amp. rating with ability to switch stalled motor currents and withstand short circuits to 43 KA prospective in conjunction with HRC fuses; 415 volt three phase combination fused switches for cubicle mounting, to 1200 amp. rating, to accommodate HRC fuses to British Standard BS 88 dimensions; 415 volt three phase load breaking fault making switches to 2000 amps rating or greater. Direct purchase and agency. Barker & Taylor (Australia) Pty. Ltd. (manufacturer, importer), 1-7 Naughton Place, Melbourne 3053, Victoria. WTD 2/68.

● **CEYLON**—Supply of miscellaneous equipment including distribution transformers, insulators, aluminum conductors and accessories, lightning arrestors, air break switches, wiring devices, etc. Equipment to be used on 50 cycle, 11 kv and 33 kv system. Bid deadline Apr. 7. Office of the Chairman, Tender Board, Ministry of Land, Irrigation and Power, Galle Face Secretariat, Colombo 1.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

A copy of tender document available for review only, not for loan, in the Power and Electrical Equipment Division, Room 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4241.

● Supply of paper insulated, lead covered, armoured cables for operation on 416/240 and 11 kv, 3-phase, 50 cycle systems. Also requested are 6 and 12 way distribution feeder pillers; together with metal clad indoor air circuit breakers suitable for 416 volt, 3-phase, 50 cycle system with current ratings of 600 and 800 amps. Contract No. 7, departmental reference No. CO/C&S/T/21/67, bid deadline May 6. Department of Government Electrical Undertakings, P.O. Box 540, Colombo.

Copies of tender schedule can be obtained, on written application with reference to No. COM/TEN/9, from the Embassy of Ceylon, 2148 Wyoming Ave. N.W., Washington, D.C. 20008.

● **CHILE**—Supply of 3—10 MVA, 4-5 MVA and 1-5 MVA transformers. Bid deadline May. 3. Empresa Nacional de Electricidad "ENDESA" S.A., Ramon Nieto 920, Of. 428, Santiago.

Specifications are available from Seccion Equipo Electrico "ENDESA," Merced 753, Of. 804, Santiago at a cost of approximately $8.00. Correspondence preferred in Spanish.

● Supply of 150 power transformers rated 121 MVA, 13.8/230 KV water cooled. Bid deadline May 15. Empressa National de Electricidad "ENDESA" S.A., Ramon Nieto 920, Of. 428, Santiago.

Specifications are available from the Jefe del Departamento de Ingenieria Electrica, Merced 753, Of. 804, Santiago, at a cost of approximately $16.00. Correspondence is preferred in Spanish.

● Supply of 150 high voltage disconnect switches of various capacities. Bid deadline May 8. Empresa Nacional de Electricidad "ENDESA" S.A., Ramon Nieto 920, Of. 428, Santiago.

Specifications are available from the Jefe del Departamento de Ingenieria Electrica, Merced 753, Of. 801, Santiago. Correspondence preferred in Spanish.

● **TANZANIA**—Supply of miscellaneous line materials including 230 miles of conductor, 20 miles steel wire, connectors, 2,400 wood poles, pole steelwork, 16,000 insulators, insulator fittings, street lighting fixtures, linesman's belts and ladders. Bid deadline May 1.

Tender documents available from Balfour, Beatty and Co. Ltd., Bow Bells House, Bread St., London, E.C. 4 upon payment of $60.00 per set. Fee is refundable upon submission of a valid tender.

● **THAILAND**—Supply of 45,000 units of kilowatt hour meters, single phase two wire, 220 volts A.C. 50 cycle 5(15) amperes; 5,000 units of kilowatt hour meter, single phase two wire, 220 volts A.C., 50 cycle 15(45) amperes; 100,000 units of terminal adapter for use with above meter. Tender No. MEA-PSD-110, bid deadline Apr. 16.

● Supply of 5,610 watthour and watthour demand meters, 120, 220 and 220/380 volt, 50 cycle, single and three phase, for use in distribution system. Tender No. MEA-PSD-111. bid deadline April 23. Correspondence regarding above tenders should be sent to: Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakrapetch Road, Bangkok.★ Telephone: 202-967-2939.

366 Communications equipment

● **SAUDI ARABIA**—Installation, maintenance and operation of an automatic telephone network. Bid deadline Mar. 31. The Deputy Minister, Posts & Telecommunications, Riyadh.★ Telephone: 202-967-4823.

367 Electronic components, accessories

NETHERLANDS—Electronic components for aircraft such as capacitors, resistors, relays. Components must conform to military standards. Avisales N.V. (importer, distributor, agent, exporter), 37 Roland Holstlaan, Reeuwijk. WTD 3/67.

369 Electrical machinery, equipment, supplies

● **ISRAEL**—Supply of one X-ray diffraction and fluorescence equipment, for the study of crystal structure of minerals and of polymer crystal properties, with accessories; for export to Israel. Tender No. 8-20-18064, bid deadline Apr. 8. Submitted by Mr. Wm. P. Durland, Procurement Officer, United Nations, New York, N.Y. 10017. Telephone: PL. 4-1234, Ext. 4598.★ Telephone: 202-967-2939.

371 Motor vehicles, motor vehicle equipment

IVORY COAST—Parts for all types gasoline automobile engines. Firm should be willing, able to ship frequent small orders usually by air with minimum delay; New York area firm preferable due to direct flight. State expected average shipping time from receipt of order. Request replies in French. Mr. Roger Wasner (engine repair, rebuilding), Atelier réfection tous moteurs, B.P. 65, Abidjan. WTD in preparation.

373 Shipbuilding, repairing

THAILAND—Tugboats, various sizes, primarily for use by port authorities. Direct purchase and agency.

Sea-going vessels for hydrographic survey, buoy tender and rescue applications. Draft at full load not to exceed 2.5 meters; gross tonnage not less than 250; maximum trial speed 14 knots; capacity of fresh water tank 30 metric tons. Direct purchase and agency.

Cutterhead dredge, non-self-propelled, heavy duty with pontoon type rectangular steel hull designed for rugged dredging services. Dredge to be of hydraulic pipeline type, with main dredging pump driven by diesel engine and auxiliaries by hydraulic power. Dredge should not draw more than 4 ft., and the dredging ladder when inclined at 45 degrees should operate up to a depth of 33 ft. Dredge must be capable of digging and pumping silt, silt loam, hard packed clay, sand, other sedimentary materials. Direct purchase and agency.

Correspondence relating to the above trade opportunities should be addressed to: Bangkok General Holdings Co., Ltd. (importer, distributor), 18/1-2 Paholyothin Rd., Bangkok. WTD 1/68.

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of one vibration testing equipment. Tender No. 514/43/032/1-1-68/PL, bid deadline Mar. 28. Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available, at $1.00 each, from the Indian Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Reference No. D/ENQ/2506.

● Supply of 35 items of scientific and laboratory equipment for Indian Council of Agricultural Research, Krishi Bhawan, New Delhi 1. India. Bid deadline Apr. 12. Tender documents available on request from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Tender Inquiry No. B-1441/AID.

384 Surgical, medical, dental instruments

SWEDEN—Dental equipment, supplies. Scanomatic AB (manufacturer), Box 61, Ängelholm. WTD 2/68.

385 Ophthalmic Goods

● **CEYLON**—Supply of 8,400 pairs of cataract spectacles with rigid durable plain solid nickel frames with 10.OD's and 11.OD's distance glass. Bid deadline Mar. 26. Government of Ceylon, Department of Health, P.O. Box No. 584, Colombo.★ Telephone: 202-967-2939.

386 Photographic equipment

● **BURMA**—Supply of large quantities, in various sizes, of the following photographic supplies: roll film black and white; sheet film; photographic paper, sensitized; projector carbon, cinema. Tender No. MEIC/8/T-70-74/67-68, bid deadline Mar. 26. Divisional Manager, Paper, Printing and Photographic Stores, Myanma Export Import Corp. (Import-Division), No. 577 Merchant St., Rangoon.★ Telephone: 202-967-2939.

399 Manufacturing industries

FRANCE—Plastic floor coverings. Direct purchase and agency. Spen (wholesaler), 90-92, Ave. Paul Vaillant Couturier, 94 Vitry. WTD 2/68.

GERMANY—Decorative candles for sale in specialty shops (not department stores). Requests price quotations c.i.f. Hamburg or Rotterdam. Cospar GmbH (wholesaler, distributor, importer), 2 Ulmenstrasse, 415 Krefeld. WTD 12/66.

505 Farm product—raw materials

GERMANY—Cotton linters: unbleached, bleached; chemical grade. Direct purchase and agency. Lindemann & Wassmann (importer, commission merchant), Postfach, P.O.B. 1640, 28 Bremen. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated February

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers —Pakistan.
Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Philippines.
American Firms, Subsidiaries and Affiliates—Ceylon.
American Firms, Subsidiaries and Affiliates—Japan.
Business Firms—Cape Verde Islands.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

SOUTH AFRICA—Curtain fabrics, except net, bed spreads; made in broad woven fabric mills. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 4/67.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—Curtain fabrics, except net, bed spreads; made in broad woven fabric mills. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 4/67.

327 Concrete, gypsum, plaster

SPAIN—Building materials made of concrete, gypsum or plaster; building materials in general. Requests replies in Spanish. Julio Gonzalez Alamo (wholesaler, retailer), Paseo de la Dirección 23, Madrid 20. WTD 2/68.

332 Iron, steel foundries

SPAIN—Lightweight, portable railway tracks, in sections, of type used in mines but to be used in water galleries which are bored horizontally into mountains. Sections are usually 5 meters long. Specifications: DIN S7 590 I B 1.1. Requests photos, specifications, technical data; export prices to include commissions. Louis H. Heydeman (agent), Marina 10, Santa Cruz de Tenerife (Canary Islands). WTD 9/67.

344 Fabricated structural metal

FRANCE—Doors, windows (anodized aluminum at 20 microns); frames; louver doors, windows, related aluminum units for residential, other uses, including rolling-doors, sliding windows. Descriptive literature, price lists requested. Requests replies in French. Ceretti, Roger (sales agent, dealer), Résidence Lefèvre; 64- Biarritz, Basses-Pyrénées. WTD in preparation.

KENYA—Propane gas cylinders, up to 60 gal. capacity. Greenham (East Africa) Ltd. (importer, exporter, wholesaler, retailer), P.O. Box No. 3363, Nairobi. WTD 4/67.

349 Fabricated metal products

NETHERLANDS—Pneumatic, motordriven, special valves; Bell valves, high pressure valves. Exclusive representation Benelux area, other European countries. Drenthem International, van (exporter, distributor, importer), 98 Valeriusstraat, The Hague. WTD 11/66.

351 Engines, turbines

SPAIN—Small gasoline motors, from 2 hp to 10 hp for use in small construction equipment such as conveyor belts, cement mixers. Requests photos, specifications, technical data. Export prices quoted should include commission. Louis H. Heydeman (agent), Marina 10, Santa Cruz de Tenerife (Canary Islands). WTD 9/67.

TAIWAN—Gasoline engines of capacity ranging from 3 hp to 12 hp. Requests catalogues, prices. Kwang Tai Trading Co., Ltd. (importer, agent), 121 Chang An West Road, Taipei. WTD in preparation.

355 Special industry machinery

NETHERLANDS—Ultra-sonic mixers; all kinds of new product items with regard to

machinery, apparatus, appliances for industrial food-products, beverage-industry, chemical industry. Agency for Benelux area. Gronfa, Handelsonderneming N.V. (importer, exporter, distributor), 38 Hoge Zand, The Hague. WTD 2/68.

356 General industrial machinery

NETHERLANDS—Agitators, centrifugal machinery, emulsifiers, driers, refrigerating equipment, homogenizers and ultrasonic mixers. Exclusive representation for Benelux area, other European countries. Drenthem International, van (exporter, distributor, importer), 98 Valeriusstraat, The Hague. WTD 11/66.

NORWAY—Desalinization equipment for supplying fresh water aboard ships with sea water as source of supply. Ostlandske Lloyd A/S (manufacturers' agent, distributor), Prinsensgate 2 C, Oslo 1. WTD 2/68.

362 Electrical industrial apparatus

GERMANY—Pressure, tension measuring electronic equipment for industrial use. Schwendler & Co. K.G. (manufacturer, distributor), 6605 Friedrichsthal, Am Bahnhof 4. WTD 2/68.

364 Electric lighting, wiring equipment

NETHERLANDS—All kinds of traffic-lights, night-flashers, revolving lights, all purpose wheeled warning devices, barricade lights. Exclusive representation. Zoetmulder & Van Winkel N.V. (importer, distributor), 756 Laan van Meerdervoort, The Hague. WTD 2/68.

366 Communication equipment

NORWAY—Navigational receivers for ships. Ostlandske Lloyd A/S (manufacturers' agent, distributor), Prinsensgate 2 C, Oslo 1. WTD 2/68.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Stainless steel apparatus for laboratories; new product items to be used in laboratories. Exclusive representation for Benelux area, other European countries. Drenthem International, van (importer, distributor, exporter), 98 Valeriusstraat, The Hague. WTD 11/66.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Automatic electronic temperature control devices, temperature recorders for heavy industry. Schwendler & Co. K.G. (manufacturer, distributor), 6605 Friedrichsthal, Am Bahnhof 4. WTD 2/68.

NETHERLANDS—P.H. meters, other measuring, regulating instruments. Exclusive representation for Benelux area, other European countries. Drenthem International, van (importer, distributor, exporter), 98 Valeriusstraat, The Hague. WTD 11/66.

386 Photographic equipment, supplies

GERMANY—Photographic equipment, accessories, supplies. Requests quotations c.i.f. Hamburg or Bremen. Exclusive agency. Schiansky (manufacturer), 8000 Muenchen 90, Schlierseestrasse 71. WTD 2/68.

Special photographic studio equipment, supplies for Western Germany, EEC, EFTA countries. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Gartner & Co. (sales agent, distributor, importer), Richard-Strauss-Str. 49, 8000 Muenchen 27. WTD 3/68.

739 Business services

AUSTRIA—Representation and cooperation with business consultants, consulting engineers concerning planning, erection of turnkey installations in Austria, Eastern Europe. Alois G. Englander (business consultant), Graben 28, A-1010 Vienna. WTD 6/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Lawrence W. Tyquin, Tyquin Distributors Pty. Ltd., 13 Deacon Ave., Richmond, South Australia 5033, interested in direct purchase and agencies for **domestic hardware, furniture and cabinet hardware, scientific and industrial electronics, time switch controls for exhaust fans, and requesting technical information on electronics and time switches.** Mar. 19 via Los Angeles for 7-10 days. Itinerary: 3/19-21 Los Angeles c/o Australian Government Trade Commission, 3600 Wilshire Blvd., 3/22-25 New York c/o Australian Consulate General, 636 5th Ave. WTD 2/21/68.

BELGIUM—Charles Vets, Managing Director, N.V. Plasticor, Groenstraat 29, Hove, interested in **contacting U.S. manufacturers and dealers of sky domes.** Mar. 30 via New York for eight days. Itinerary: New York, Philadelphia, Washington c/o Statler Hilton Hotels. WTD in preparation.

ISRAEL—Dov Gurwitz, Eng., Manager, Tel Aviv Machinery Supply Co. (1956) Ltd., 65 Herzl St., Tel Aviv, interested in **direct purchase and exclusive agencies in machine tool, sheet metal working machinery, general machinery, woodworking machinery lines, and in discussing U.S. participation in Tel Aviv Trade Fair.** Mid-Mar. via New York for one month. c/o A. Hurwitz, 3029 S. Corning St., Los Angeles, Calif. Itinerary: New York, Chicago, Detroit, Philadelphia, Cincinnati, Los Angeles, San Francisco, contacts particularly desired in Calif. area. WTD 2/20/68.

Avraham Yarom, President and Manager, Printing House A. Yarom Ltd., 11 Hasharon St., Tel Aviv, interested in a **joint venture with U.S. printing concern, in acquiring agencies and distributorships for Israel on behalf of U.S. firms dealing in offset electronic equipment and machinery for aircraft industry, in purchasing used offset printing machinery, and in visiting plants.** Mar. 23 via New York for approx. 6 months. c/o Hotel Greystone, Broadway at 91st St., New York, N.Y. Itinerary: New York, Chicago, Philadelphia, Los Angeles, others as necessary. WTD 9/62 under revision.

JAPAN—Kyosuke Moizumi, Managing Director, Furukawa Electric Industries Co., Ltd., 26 Futsukamachi, Sendai, Miyagi Prefecture, interested in **visiting factories making electric control panels with view to importing and/or manufacturing under license those products which are not made in Japan and which have sales potential in that market.** Mar: 14 via San Francisco for 45 days. c/o Mr. D. W. Berveridge, 5428 Olde Post Road, Sylvania, Ohio. Itinerary: San Francisco, Chicago, Detroit, New York, Washington, Milwaukee. WTD under preparation.

JORDAN—Khalid Kamal, Hammad & Kamal Trading Co., P.O. Box 621, Amman, interested in **microwave and radio telephone equipment, teleprinters and communication equipment and requesting technical information.** Mar. 9 via New York for two weeks. c/o William S. Halstead, Unitel Overseas, Inc., 41 E. 42nd St., New York 17, N.Y., telephone MU 7-3045. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco. WTD in preparation.

LEBANON—Edward Khalil Saade, Piccadilly Stores, Place des Canons, Beirut, interested in purchasing **men's clothing, especially shirts.** Feb. 29 via New York for two months. c/o Mr. Maalouf, Georgia Fabrics, Georgia Bldg. 396, New York, N.Y. 10013. Itinerary: Cleveland, 3/11-4/30 New York. WTD 2/68.

NORWAY—Raymond Fuglseth, Civil Engineer, Henaco A/S, Cort Adelersgate 16, Oslo 1, interested in representing U.S. manufacturers of electronic equipment and components. Mar. 14 via New York for three weeks. c/o Hughes Aircraft Co., Industrial Electronic Group, P.O. Box 90927, Los Angeles, Calif. 90009. Itinerary: New York, Los Angeles, others as required. WTD 3/68.

SWEDEN—Bertil Anfelt, Purchasing Manager, Landstingens Inkopscentral (LIC), Fack, Selna 1, interested in **purchasing surgical and medical instruments, apparatus and supplies, all kinds of disposable articles, all types of new equipment for hospitals.** Mar. 17 via New York for three weeks. Itinerary: 3/17-24 New York c/o Statler Hilton Hotel, 3/24-30 Boston c/o Statler Hilton Hotel, will attend New England Hospital Association Fair, 3/30-4/6 Chicago c/o Conrad Hilton Hotel. WTD 12/67.

Leads for Importers

Commodities are offered direct unless specified

323 Glass products

SWEDEN—Glass mosaic window, wall decorations. Scanomatic AB (manufacturer, agent, wholesaler), Box 61, Angelholm. WTD 2/68.

399 Manufacturing industries

SWEDEN—Decorative candles. Scanomatic AB (manufacturer, agent, wholesaler), Box 61, Angelholm. WTD 2/68.

New Books and Reports

NEW DIRECTORY listing international services of National Constructors Assn. members is presented by George R. Collins, (l.), association president, to Ass't Commerce Secy. Lawrence C. McQuade (r.).

New publication lists engineers, constructors

A *Directory of International Engineering and Construction Services* has been published by the National Constructors Association to assist in choosing professional engineers and construction companies.

Among the projects for which NCA members are qualified are: oil refineries, chemical and petrochemical plants, steel mills, power generating plants, food processing units, water purification facilities, pulp and paper mills, and many other industrial complexes.

Under the listing for each of the more than 30 member companies is information on industry experience; services offered; offices, subsidiaries and affiliates; and photographs of projects designed or constructed by the company.

The foreword was written by former Secretary of Commerce Alexander B. Trowbridge.

Copies of the publication are being distributed to U.S. Embassies.

For further information about the Directory, **write:** National Constructors Assn., 1012 14th St. NW., Washington, D.C. 20005.

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Trade policy, import tariff systems, documentation and fees, marking and labeling requirements, sales and other internal taxes, special customs provisions, nontariff import trade controls, export controls, U.S. controls and government representation are covered in the following reports:

Foreign Trade Regulations of Bolivia. OBR 67-90.

Foreign Trade Regulations of France. OBR 67-91.

Foreign Trade Regulations of Denmark. OBR 67-92.

Foreign Trade Regulations of Peru. OBR 67-93.

Foreign Trade Regulations of Jamaica. OBR 67-94.

Foreign Trade Regulations of Ceylon. OBR 67-95.

Foreign Trade Regulations of the Republic of Malawi. OBR 68-2.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Twentieth Survey of Electrical Power Equipment*. Published by the OECD. Paris. 203pp. $3.50**

Facts and figures on output of heavy generating equipment for power stations in OECD Member countries and for export by these countries is presented in this survey. Detailed statistical data on new equipment orders and projected deliveries are included, as well as plans to 1970 for plant expansion in OECD countries.

The survey continues the series of annual inquiries by the OECD's Energy Division and Special Committee for Machinery, examining the technical evolution of the electricity supply industry's plant and equipment, and year-to-year development of the market for heavy equipment for power stations.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Vade-mecum for Foreign Investors in Italy*. Published by Banca Commerciale Italiana, Milan. 1967. 150 pp. Free.**

This handbook in English is intended for corporations which have or plan investments in Italy.

A revised version of the original edition published in 1962, it summarizes basic regulations governing foreign investment in Italy. Included are chapters on the Italian banking system, Italian capital markets, special concessions designed to encourage investment in Southern Italy and depressed areas of Central and Northern Italy, forms of business organization, patent law, principal taxes, as well as general economic information and other useful data.

Write: Banca Commerciale Italiana, 14 Wall St., New York, N.Y. 10005.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1968—301-061/36

Calendar *for international traders*

ATLANTA—Mar. 28—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

BETHLEHEM, Pa.—Mar. 28—Foreign Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn East, 6 p.m.

CHICAGO—Mar. 28—Export Seminar, Czecho Lodge, Crystal Lake, 7 p.m. Sponsor: Crystal Lake Chamber of Commerce.

CHICAGO—Apr. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CLEVELAND—Mar. 28—23rd Annual World Trade Conference, Statler Hilton Hotel, 8:10 a.m. Speakers: William Roth, Special Representative for Trade Negotiations, Torben Ronne, Danish Ambassador to the U.S. Sponsors: Cleveland World Trade Assn., Greater Cleveland Growth Assn.

EL PASO, Tex.—Mar. 26—Executive Conference on World Trade, Univ. of Texas at El Paso. Sponsors: Commerce Field Offices, REEC, Chamber of Commerce, Univ. of Texas at El Paso, Juarez Chamber of Commerce.

FAIRMONT, W. Va.—Mar. 27—Int'l Trade Seminar, Fairmont Hotel, 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Greater Fairmont Development Assn.

HARRISBURG, Pa.—Apr. 9-10—2nd Annual Int'l Trade Seminar on Pennsylvania & the Far East—a Profitable Partnership, Penn Harris Hotel. Sponsor: Pa. Dept. of Commerce.

JACKSONVILLE—Apr. 4-5—7th Annual Florida World Trade Conference, Hotel Roosevelt. Theme: Bridging the Oceans for Profit.

KANSAS CITY—Mar. 28—In-Office Workshop for Exporters, 2 p.m., Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

KENOSHA, Wis.—Mar. 26—Export Workshop, Chamber of Commerce. Sponsors: Milwaukee Commerce Field Office, Chamber of Commerce.

LOS ANGELES—Mar. 29—Export Expansion Seminar, Commerce Field Office, 9:30 a.m.

LOUISVILLE—Apr. 3—Kentuckiana World Commerce Council meeting. Executive Inn, 6 p.m. Speaker: William B. Kelly, Jr., Office of the Special Representative for Trade Negotiations. Sponsors: Kentuckiana Council, Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

MIAMI—Mar. 27—In-Office Export Workshop, 10 a.m. Topic: Advantages of Shipping by Air. Sponsors: Commerce Field Office, So. Fla. REEC.

MILWAUKEE—Apr. 4—Milwaukee Assn. of Purchasing Agents meeting on the Kennedy Round, Holiday Inn Central, 2 p.m. Speaker: **Allen H. Garland, Bureau of Int'l Commerce, Commerce Dept.**

MILWAUKEE—Apr. 4—Milwaukee World Trade Club annual meeting on the Kennedy Round, Holiday Inn Central, 7 p.m. Speaker: **Allen H. Garland, Bureau of Int'l Commerce, Commerce Dept.**

NEW ORLEANS—Mar. 27—Foreign Trade Committee meeting, International House.

NEW YORK—Apr. 3—Profits in Exports meeting, Nat'l Bank of N. America, West Hempstead, Long Island. Sponsors: Commerce Field Office, REEC, Nat'l Bank of N. America.

NORWALK, Conn.—Mar. 25—First of 5 weekly foreign trade classes, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

PARIS, Tenn.—Mar. 27—Export Workshop, Conference Room, City Hall. Sponsors: REEC, Memphis Commerce Field Office.

PITTSBURGH—Mar. 28—World Trade luncheon, Chatham Center. Speaker: Robert Scott, Nat'l Foreign Trade Council, "Controls on Direct Investments Abroad." Sponsor: World Trade Council of Greater Pittsburgh Chamber of Commerce.

PITTSBURGH—Apr. 3—Int'l Credit Club, Board Room, Chamber of Commerce, 7 p.m. Speaker: Ned V. Collander, port director, City of Erie.

ST. LOUIS—Mar. 28—World Trade Club monthly dinner meeting, Holiday Inn Downtown, 6 p.m.

ST. LOUIS—Apr. 2—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN FRANCISCO—Apr. 8-12—Course on Fundamentals of Int'l Business, San Francisco Hilton Hotel. Sponsor: American Management Assn.

WESTBURY, N.Y.—Mar. 26—World Trade Club of Long Island luncheon meeting, Westbury Manor, 12 noon. Speaker: Francis X. Boylan, Pres., FCIA.

UNITE
GOVERNMENT
DIVISION OF PI
WASHINGT
OFFICIA

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

WATCH IT!

Don't let time—and your regular copy of INTERNATIONAL COMMERCE get away from you.

If your address label carries the symbol

CR-APR

send us your check for $16 (if you haven't already mailed it) with the coupon below to make sure there is no break in your subscription.

ORDER FORM: CR-APR

U.S. Department of Commerce
Washington, D.C. 20230

Enclosed _____ (Send only check or money order payable to the U.S. Department of Commerce).

Keep Sending Me ***International Commerce***

- ☐ Annual Subscription, $16
- ☐ Air Mail, $28 additional
- ☐ Foreign Mailing, $5 additional

Name _____

Address _____

City, State & Zip Code _____